The Garage and Motor Agent February 8, 1952

The Garage & Motor Agent

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because

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FOR STAFF ..... sub Publication ..... Place on ..... Date .....
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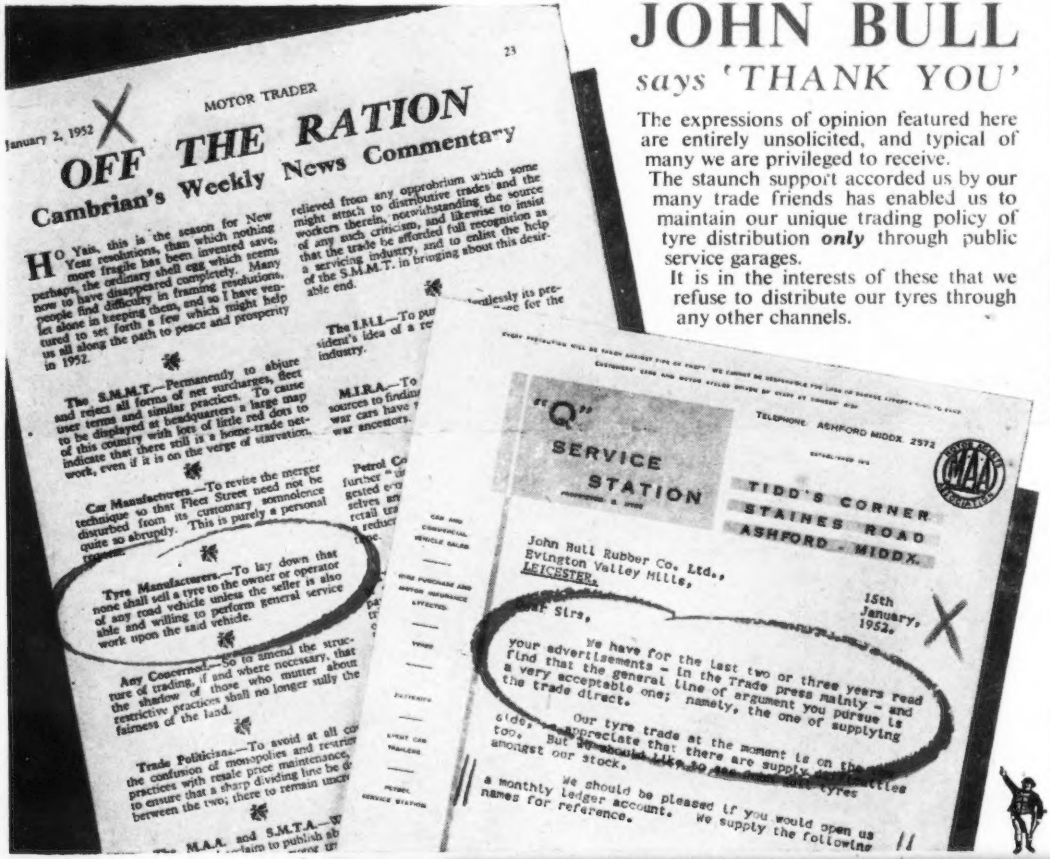

MOTOR TRADER 23

January 2, 1952

OFF THE RATION

Cambrian's Weekly News Commentary

HO Yais, this is the season for New Year resolutions, than which nothing more fragile has been invented save, perhaps, the ordinary shell egg which seems now to have disappeared completely. Many people find difficulty in framing resolutions, let alone in keeping them, and so I have ventured to set forth a few which might help us all along the path to peace and prosperity in 1952.

The S.M.M.T.—Permanently to abjure and reject all forms of net surcharges, fleet user terms and similar practices. To cause to be displayed at headquarters a large map of this country with lots of little red dots to indicate that there still is a home-trade network, even if it is on the verge of starvation.

Car Manufacturers.—To revise the merger technique to that Fleet Street need not be disturbed from its customary somnolence quite so abruptly. This is purely a personal opinion.

Tyre Manufacturers.—To lay down that none shall sell a tyre to the owner or operator of any road vehicle unless the seller is also able and willing to perform general service work upon the said vehicle.

Any Concerned.—So to amend the structure of trading, if and where necessary, that the shadow of those who mutter about restrictive practices shall no longer sully the fairness of the land.

Trade Politicians.—To avoid at all cost the confusion of monopolies and restrictive practices with resale price maintenance, to ensure that a sharp dividing line be drawn between the two; there to remain unchanged.

relieved from any opprobrium which some might attach to distributive trades and the workers therein, notwithstanding the source of any such criticism, and likewise to insist that the trade be afforded full recognition as a servicing industry, and to enlist the help of the S.M.M.T. in bringing about this desirable end.

The I.R.L.—To pursuade the Chancellor of the Exchequer to see the industry.

M.I.R.A.—To [illegible] war cars have [illegible] war ancestors.

Petrol Co[illegible]

The M.A.A. and S.M.T.A.—W[illegible] to publish sh[illegible]

"Q" SERVICE STATION

TELEPHONE ASHFORD MIDDX. 2572

TIDD'S CORNER
STAINES ROAD
ASHFORD - MIDDX.

John Bull Rubber Co. Ltd.,
Evington Valley Mills,
LEICESTER.

15th January, 1952.

Dear Sirs,

We have for the last two or three years read your advertisements - in the Trade press mainly - and find that the general line of argument you pursue is a very acceptable one; namely, the one of supplying the trade direct.

Our tyre trade at the moment is on the [illegible] side. We appreciate that there are supply [illegible] tyres too. But we should like to see [illegible] amongst our stock.

We should be pleased if you would open us a monthly ledger account. We supply the following names for reference.

JOHN BULL

says 'THANK YOU'

The expressions of opinion featured here are entirely unsolicited, and typical of many we are privileged to receive.

The staunch support accorded us by our many trade friends has enabled us to maintain our unique trading policy of tyre distribution ***only*** through public service garages.

It is in the interests of these that we refuse to distribute our tyres through any other channels.

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Please send me full particulars of trading policy, services and goods.

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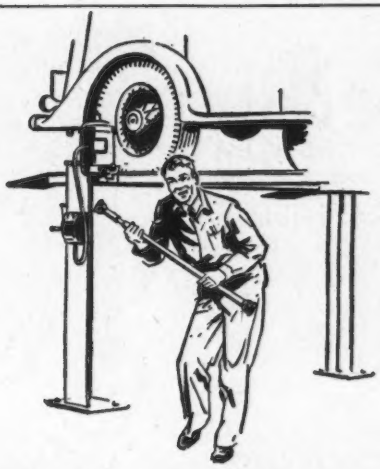

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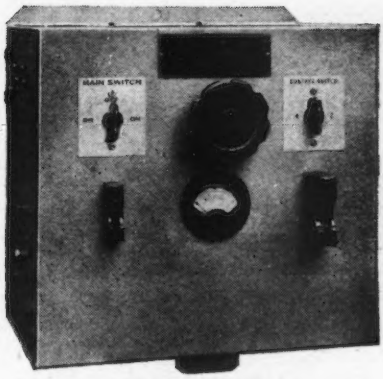

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The BC. 4 range

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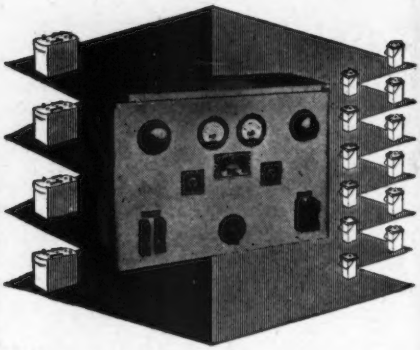

If you often have to charge a mixed batch of batteries, you need me. I'm a 30-volt metal charger with 2 circuits, one having an output of 5 amps and the other 1 amp. You have full control over each circuit and can use one or both whenever you like. For instance, you can charge four 6-volt starter batteries and 12 radio accumulators at the same time. I'm a useful profit-maker for you and I'll go on working for a very long time—I'm made by Ediswan. Write for information about the whole Tungar family.

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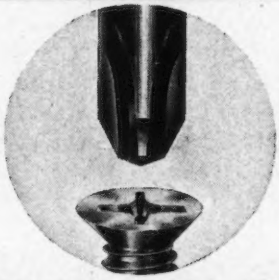

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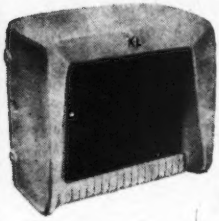

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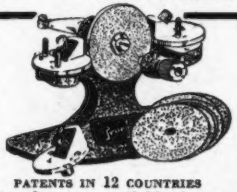

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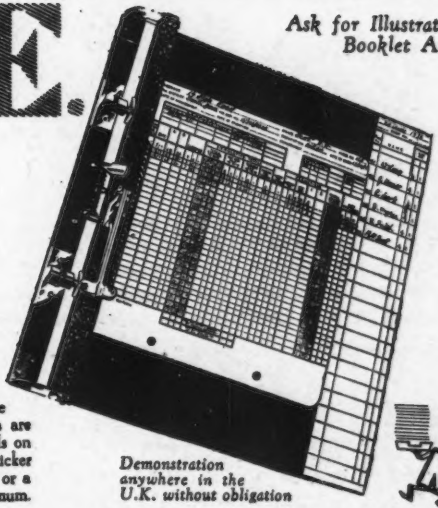

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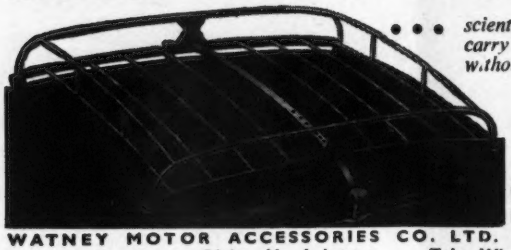

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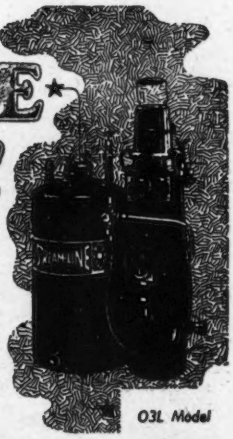

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with the famous
unmistakable oil drop in

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The Garage & Motor Agent

Vol. 76 (19)—No. 1995

February 9th, 1952

THE INDEPENDENT AND PRACTICAL TRADE PAPER

PUBLISHED SATURDAYS by post to Subscribers.
Established 1913.

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THE KING

WITH the rest of the nation, the motor industry mourns the death of a beloved King whose courage and fortitude were an example and inspiration to us all.

He reigned during one of the most difficult and dangerous times ever experienced by a British King. But in spite of severe handicaps of ill-health he performed his arduous duties with unfailing cheerfulness and courage.

On behalf of the motor industry, "The Garage and Motor Agent" offers the deepest sympathy to Her Majesty the Queen Mother and the Royal Family.

★ ★ ★

To the new Head of the nation, Her Majesty Queen Elizabeth, the motor industry affirms its loyalty and allegiance.

GOD SAVE THE QUEEN!

ELECTRICAL PRACTICE FOR APPRENTICES (8)

Need for Observation in

Procedure and things to look required in

These Articles Aim . . .

1.—To show how electrical practice should be taught to juniors, following a planned training schedule fitted in with shop work.

2.—To indicate to foremen and executives the proper way to approach the giving of tuition, with every practical point and workshop wrinkle demonstrated and explained.

3.—To pass on to mechanics and service men knowledge which they may not already have.

They are presented in the form of a story, the characters being Mr. Serkit, the foreman, and Charlie, the apprentice.

Keep eyes open

MR. SERKIT continues his demonstration of starter inspection, proceeding with the course of dismantling a standard machine.

"You will realise by now, Charlie, that we have already found out quite a lot about this machine before stripping it down. But it still remains for us to keep our eyes open while dismantling it.

"The majority of starters are, like this one, held together by two through-bolts. The end-plates are located on the carcase by means of dowels entering slots or holes, and as there are sometimes alternative fixing positions, we must make sure that the end-plates can be correctly reassembled. A couple of punch marks will provide a guide to the position as we find it.

"With the through-bolts removed, you can draw out the armature and drive-end bracket complete, allowing the brush-holders to spring inwards. The two leads attached to the live brushes are soldered to the field lugs, and you must slacken the brush screws so that the slotted tags can be detached.

"In doing this, you should temporarily retighten each screw after releasing the tag, in order to hold the brush in position until you have examined it. When taking off the commutator end-plate, make sure that you do not lose the thrust washer which may have dropped off the shaft when withdrawing the armature. You should also look for any packing washers at the drive end when drawing the armature out of the outboard bracket.

"One more point—look for the insulation washer which you will find on the contact stud after the commutator end-plate is removed. Take this off and put it safely in the tray, as it is liable to get lost in the course of handling the parts.

Drying with air jet

"Now you can wash all these parts in the petrol-paraffin mixture in the cleaning tank, and make sure that you brush all the oily carbon and copper sludge from insulators and field coils. Let them drain for about five minutes, and then dry off with the air jet.

"Don't get the jet too near the taping on the coils, as the force may dislodge some of the layers. Also, don't get the armature soaking wet. It is quite enough to use a wet brush to clean off the commutator and pinion assembly, and dry with the jet."

Here, Charlie had a question to ask:

By E. T. LAWSON HELME, A.M.A.E., A.M.I.M.I.

Starter Inspection

for when dismantling: Care washing units

"Don't we take the drive to pieces to check up on wear?"

"Oh, yes, by all means, but we can get a much better idea of condition by washing first, and then removing the pinion and sleeve assembly to examine the shaft."

When all the components had been cleaned, dried, and laid out on the bench for inspection, the foreman mounted the armature upright in the vice.

"Just observe, Charlie, that I do not grip the shaft journal in the vice, but make use of the flats forming the squared end. Now we can feel the pinion for end play on the screwed sleeve, and check it for rock. You should carefully examine the leading face of the square screw thread for signs of severe wear at the part of the sleeve where the pinion runs into mesh. This is where the load is applied.

"There is also the possibility of a weak spring, which can be roughly checked by turning the pinion to the end of the sleeve and attempting to turn it against the collar.

"If you apply enough torque, you can get the pinion to screw the sleeve down the shaft and compress the spring, but this should not be possible by hand. If you can make any impression on the spring in this way, we will need to compare it for strength against a new spring.

Examining the armature

"Now we take the armature out of the vice and mount it in the 'V' blocks while we examine the windings and the commutator. You see that the copper strip of which each coil is formed is laid in the slots and turned over at the back of the winding to enter another slot farther round. See that these loops are not touching each other, and also inspect the riser connections where the conductors are soldered into the commutator bars.

"If you find a case where ends of the strip are not flush with the riser sur-

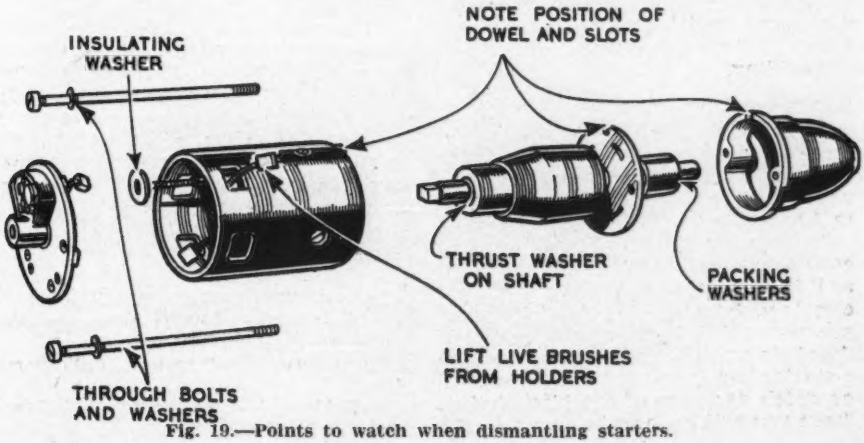


Fig. 19.—Points to watch when dismantling starters.

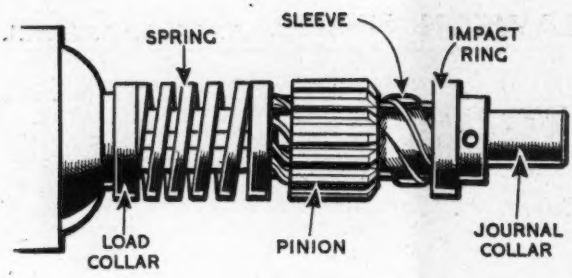


Fig. 20. — Details of pinion drive.

faces, but appear to have sunk in, you have an armature which is probably 'out of pitch' because the commutator or core assembly has shifted on the shaft. This will happen only after severe dragging on the pole shoes or other mechanical stress, and the armature should be condemned for replacement.

"Next, we will check the bearings by placing the end-plate in position so that we can rock the bush on the shaft. This one is pretty good, as we found on initial check, but wear will be shown up clearly by the magnification of movement when we rock the bush on its journal.

"Now we will remove the drive assembly and have a look at the shaft. You will see that a pin locates the end collar on the shaft. One end of the pin is slightly burred over through being hammered in. We will use a pin punch to drive it out from the other end, and select a punch which is not 'fat' enough to get jammed in the drilling.

Removing drive parts

"When the pin is out we again mount the armature in the vice with collar uppermost and screw it off. Now we can remove the drive components in their order.

"Before we do this I want you to copy these sketches in your notebook, as it is very important that you should clearly understand why the drive parts are assembled in the way they are. Some day you may have to assemble a starter which you did not take down, or which has some of the bits missing. Then you will have to be able to work out how the parts should go so that the stresses are absorbed where they cannot cause breakages. . . . And your finished assembly must run in and out of mesh properly.

"First this sketch (Fig. 19) will remind you of the points I have already mentioned. You need not draw it in detail, but just outline the bits you must look out for when stripping down. Here (Fig. 20), I have sketched the order of assembly of a drive such as we are now handling. Don't stop to draw these now; take them with you and do them in your book this evening. I want to explain this drive while we have it in hand.

Shaft wear

"Now the first thing you will notice when we have screwed off the end collar, which I have marked the 'journal collar,' is a hard steel impact ring. When the pinion runs along the sleeve it abuts hard against this ring. With this removed we can slide off the pinion and sleeve together, and the second point to be noticed is that the sleeve is not only screwed for the pinion but also internally splined on the shaft.

"The sleeve will transmit torque from the shaft, while remaining free to move endwise. This has an important bearing on our inspection. The sleeve is hardened but the shaft is mild steel, and you must examine the splines carefully for wear or evidence of twisting. If there is any wear, the armature must be replaced.

(To be continued.)

COMING SERVICE WEEKS

Service weeks being held during the week beginning February 18th are:—

Ford.—Irish Road Motors, Ltd., Portadown.

Nuffield. — J. Blake and Co., Ltd., Liverpool, for Riley owners.

THE TYRE WITH THE GREATEST SELLING STORY
HIGHAM ADVERTISING
MONTE CARLO RALLY
THE TOUGHEST TEST FOR CARS AND DRIVERS
1st ALLARD
S. Allard
G. Warburton
2nd SUNBEAM-TALBOT
Stirling Moss
Desmond Scannell
3rd SIMCA
Dr. & Mrs. Angelvin
(Subject to Official Confirmation)
on DUNLOP
the tyre for reliability
2H.122
DUNLOP
The World's Master Tyre

2H/510

Costing and Charging Garage Workshop Jobs

Talk to East Wales I.M.I. members

Increasing importance to-day

AN interesting lecture on "Workshop Cost Accounting for the Retail Motor Trade" was presented to the East Wales Region of the Institute of the Motor Industry, at Cardiff on Thursday last week by S. G. Davies, F.C.W.A., F.I.M.I.

Costings, said Mr. Davies, were becoming of increasing importance, in view of the fact that unless they saw a dramatic change in the supply position for new vehicles to the home market the retail side of the motor industry would have to concentrate more and more on keeping existing transport in serviceable condition.

There had been pioneers in the study of this matter and he paid tribute to Walter Boyle, Managing Director and former editor of "The Garage and Motor Agent," a founder member, and past President of the Institute, who, as far back as 1921, published his book "Motor Vehicle Repairs" in which 400 prices were quoted for 400 jobs.

Most useful work

This book had been reissued and was still the most useful work extant on the subject.

Until 1939 most manufacturers had issued a schedule of times and prices for various repair operations, but he had always felt that these handbooks were not so helpful as they might have been to the smaller garagists, as the figures were based on factory conditions, where it was possible with its equipment and organisation to do most jobs on a piece-work gang basis, at times and prices which could not possibly be averaged by most in the trade.

The larger establishments were, more and more, employing qualified cost accountants, and having this expert advice, usually ran their establishments at a profit, and often at lower service charges to their customers; but the average member of the retail trade was not able to afford such expert advice, and it was to their problem that he wished to direct their minds.

Book-keeping requirements

He referred to the Motor Agents' Association booklet "Repair Department Costing and Charging of Labour," issued in May, 1942. This was an excellent production of its kind and an easy guide for establishments who kept proper books, and were able to arrive at an accurate analysis of their expenditure.

The problem, though interesting, was far from being simple and its solution required a properly planned set of books which very few businesses in the retail industry possessed.

This was largely because most firms' accounts were not much more than an "inquest" at the end of the financial period on what had been done.

This was conducted by professional auditors whose chief concern appeared to be to present the accounts in a shape that would make it easy for them to come to agreement with the Inspector of Taxes.

His advice to traders was to insist that their accountants should design the accounts and their presentation on a basis

AGENCY SALE. — David Robinson, Ltd., Bedford, supplied these three Austin Loadstar 5-tonners, fitted with special Luton-type bodies, to Murphy Radio, Ltd.

HILLMAN MINX

1st (M. B. ANDERSON)

FOR THE *fourth* SUCCESSIVE YEAR

2nd (J. H. KEMSLEY)

IN MONTE CARLO RALLY COMFORT COMPETITION

CLASS II

YOU GET SO MUCH MORE COMFORT IN THE MINX

that would be the firm foundation of statistical facts upon which they could ascertain and "spread" their overheads over their various activities.

It was not right to expect that the average works manager or foreman would know much about overhead charges.

For repair charges it was not sufficient simply to take the time occupied at the wage rates paid and then to put an overhead figure and a margin for profit. That might be quite adequate where there were no labour-saving devices in the establishment, but they were entering into an age where they were relying on various machines and gadgets to reduce the operators' time to give quicker and better service.

He would like to get at the difficult problem of arriving at a charge for work done by mechanical devices which were fair to the customer and to the trade. For this he suggested that the following should be taken into consideration:—

1.—Operators' Wages.
2.—Electric current used on the actual machine being costed. It would pay to make a close study of the machine, its electric and/or other consumption for the basis of the machine rate, rather than average such items from the consumption of the workshop. Include in the machine rate all costs that could be separately allocated to the machine.
3.—Depreciation allowed by Revenue.
4.—Depreciation above that allowed by Revenue (if necessary).
5.—Interest on capital.

These were direct costs, and the M.A.A. booklet provided a very good guide for distribution of departmental and administrative overheads.

Mr. Davies also dealt with incentive bonuses. Many retail motor workshops were adopting a points system which gave the workshop a weekly production target and provided for the payment of bonuses on the basis of the number of points achieved. In his view, if the basic system of charging was right, these bonuses should not put the charge up to the customer, as they were really an allocation of profit to the worker.

Making motoring attractive

"Motoring will shortly be rationed by cost," he said, "and it is up to us to reduce our costs to make it more attractive."

The lecture was followed by a discussion during which several members expressed their concern at the unimportant place allotted to costings in the industry in the past. "These are often crudely done," said H. W. Lewis, "and many of the smaller, hard-working people fail to realise that the profit is made from the office."

Certificates were presented by I.M.I. President Stanley S. Dawes to F. E. E. Jenkinson, M.I.M.I., M. F. Hughes, A.M.I.M.I., H. J. Thomas, A.M.I.M.I., J. S. Williams, A.M.I.M.I., and D. V. Jones, A.M.I.M.I.

Mr. Dawes referred to the educational value of the Institute and the acceleration of scientific research over 40 or 50 years.

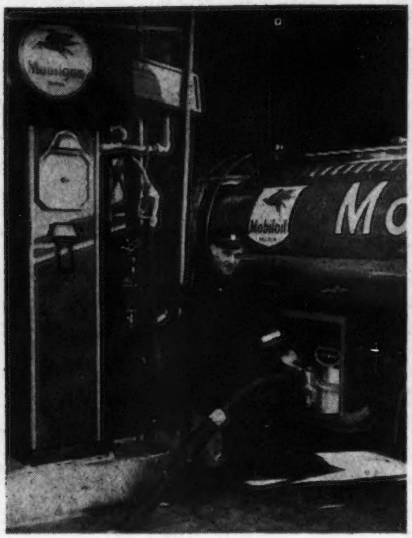
A vote of thanks to Mr. Davies was proposed by G. R. Godfrey, and thanks to the Secretary Leonard Williams by Chairman Gilbert Davies.

FOR LONDON BREAKDOWNS.—This Fordson Thames 2-ton chassis and standard cab was fitted with a special breakdown body to the requirements of Poland Street Garage, London, W.1. It carries a comprehensive range of modern equipment, including special lifting gear for cars fitted with independent front suspension. A self-contained unit, it also carries a number of essential spares, and booster batteries, petrol, oil and water. Poland Street Garage offer to undertake work for garagists in London who do not run their own breakdown vehicle.

CLEVELAND
GUARANTEED
CLEVECOL
CLEVELAND
CLEVEZAR
Mr. Dealer says:-
"My experience gives me complete confidence in
CLEVELAND"

Flowmeters at Long Last

Vacuum Oil Co. enter petrol distribution field with gravity-fed instruments on their road tankers



Picture above shows a flowmeter delivery being made to the City Motor Co. (Oxford), Ltd.

Retailers' approval

CONSIDERABLE satisfaction is felt by "The G. and M.A." and by all those petrol retailers who have for many years been agitating for the fitting of flowmeters to petrol road tankers that at long last their words have had some effect.

First company to acknowledge in a practical way the justness of the trade's claims and the many arguments put forward by "The G. and M.A." in its long campaign, is the newcomer to the petrol distribution field—the Vacuum Oil Co., Ltd.

Twenty-two of this company's tankers are at present equipped with meters, and the rest will be as soon as possible. Retailers' reaction is unmistakable. Those to whom we have spoken have expressed themselves as delighted with the move. The fact that they are able to satisfy themselves that they are getting accurate measure has removed a serious cause of complaint, in that they will now be able to tighten up on the accountancy side.

The meter which is being installed on the Vacuum tankers is the Wayne-Smith T 15, made in this country. It is a gravity-actuated instrument with a flow of 125 imperial gallons per minute. It is stated to have virtually no back pressure, and both company and retailers say that use of the meter is not lengthening delivery time. "The G. and M.A." is particularly pleased to learn this because we have repeatedly contended that such a meter was available in this country.

One-tenth of 1 per cent. accuracy

The meter has the approval of the Board of Trade, and other important features of it are that it is guaranteed to within one-tenth of one per cent. and that it is of sufficiently robust construction to resist any normal road shock. Its weight is about 60lb.

Only last May, it will be recalled, a committee on Weights and Measures Legislation published a report in which it was stated: "It is further claimed that flowmeters which are operated by gravity give far less accurate readings than dipsticks in the hands of trained operators, and that no flowmeter has yet been marketed which would stand up to the strain of the road travel involved in deliveries. On these grounds it is held that the present method is as satisfactory as is possible under the circumstances." The committee accepted this view.

Commenting on this report, "The G. and M.A." then said: "Retailers are naturally puzzled by the committee's acceptance of these claims, when they have heard (we spoke of it here on November 18th, 1950) that flowmeters are commonplace on road tankers in America and are also widely used in Canada and South Africa. At last year's Commercial Motor Show were to be seen flowmeters which, we understood, were quite suitable for effective and successful delivery of petrol from road tankers."

Retailers are still puzzled. But they are now also pleased—by the Vacuum Co.'s action.

makes molehills
out of mountains!

POWER

POWER PETROL

The name to remember when brands return

Celebrating a Span of 40 Years

Dickinson & Adams' Luton achievement

Director P. F. Keens (centre) presents cigarette boxes to Chairman C. Dickinson (left) and Managing Director A. H. B. Adams (right).

Early days recalled

IT was 40 years ago that a sign went up in Luton reading "C. D. and S. Dickinson, Engineers." To-day the business that was then founded is a flourishing concern as Dickinson and Adams (Luton), Ltd., with a three-storey building covering half an acre and a frontage of 250ft.

The firm celebrated their 40 years in business with a dinner on Tuesday last week, a dinner that was attended by employees, retail dealers and other trade friends.

It was a friendly, pleasant gathering, during which Chairman **C. Dickinson** and Managing Director **A. H. B. Adams** recalled their early days in the motor business. Mr. Adams said he joined Mr. Dickinson in 1918, after having started on his own account in 1911 on a capital of £50.

Director **P. F. Keens** was chairman for the dinner, and, after proposing the health of the two senior directors, presented them each with a cigarette box.

Mr. Adams proposed a toast to "Our Own People," and spoke of the long service many of the staff had put in, a number having been with the firm since the very beginnings. Long-service presentations were then made to the two oldest employees, **Charlie Smith** and **Walter Powell**. On behalf of the staff, **F. C. Scarborough** and **H. Hathaway** replied.

Dickinson and Adams, Ltd., are Nuffield distributors and Austin main dealers, and among the guests were Vice-Chairman **R. F. Hanks**, of the Nuffield Organisation, and Service Manager **W. Semple**, of Morris Commercial Cars, Ltd. They and other guests were welcomed by Director **K. W. Simmons**, Dickinson and Adams, Ltd.

Replies to this toast were by **Col. A. J. Mander, O.B.E.**, and Editor **G. E. Thomas**, of the "Motor Trader."

Another link with the anniversary was a display covering 40 years of motoring in the firm's showrooms.

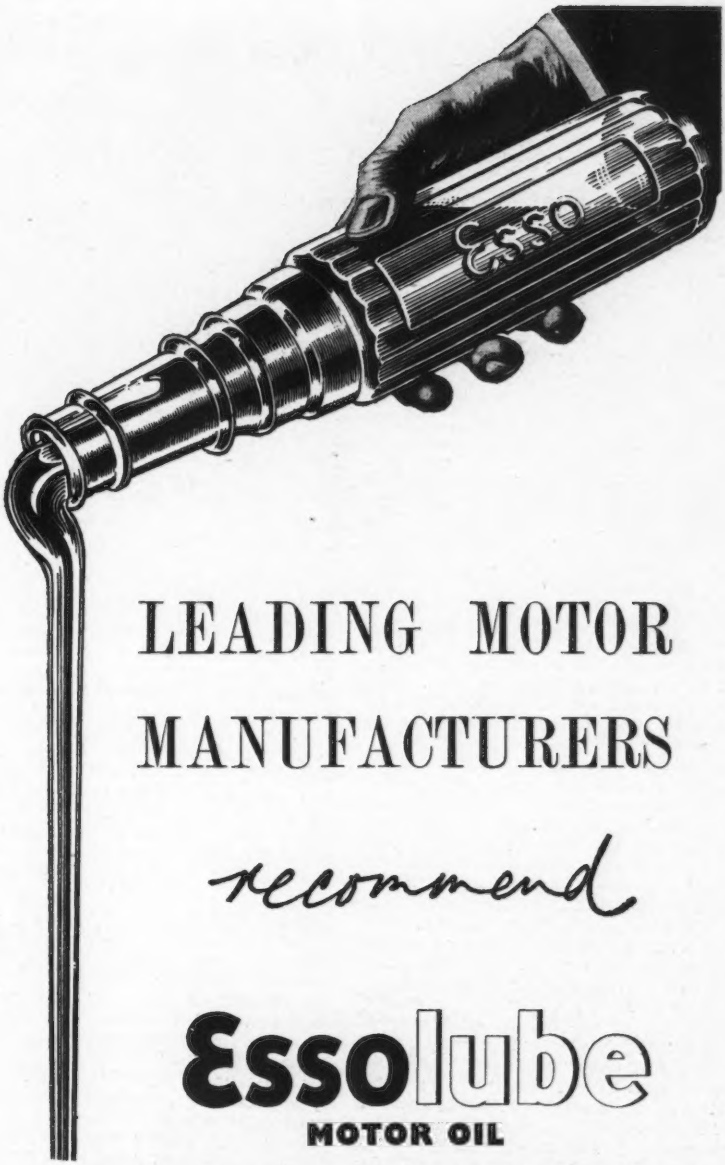
These premises are something to be proud of. They were completed in 1939 and have foundations 35ft. deep, with a structure capable of carrying five storeys. At present the top "storey" is the flat roof which has parking space for 200 cars.

In public view

A feature of merit is the location of the Tecalemit lubrication bay, which has two lifters, in what is in effect one end of the showroom windows.

As a final note, there must be a mention of the war service achievements of the firm. As can be imagined, such a magnificent building, completed only a few months earlier, was a great temptation for those who sought to commandeer premises for war purposes.

However, Mr. Dickinson and Mr. Adams went one better and the place became in part an Army motor-transport training school with the firm's own mechanics as instructors. This actually continued until as recently as three years ago, and altogether between 12,000 and 14,000 men passed through during that time.



LEADING MOTOR MANUFACTURERS

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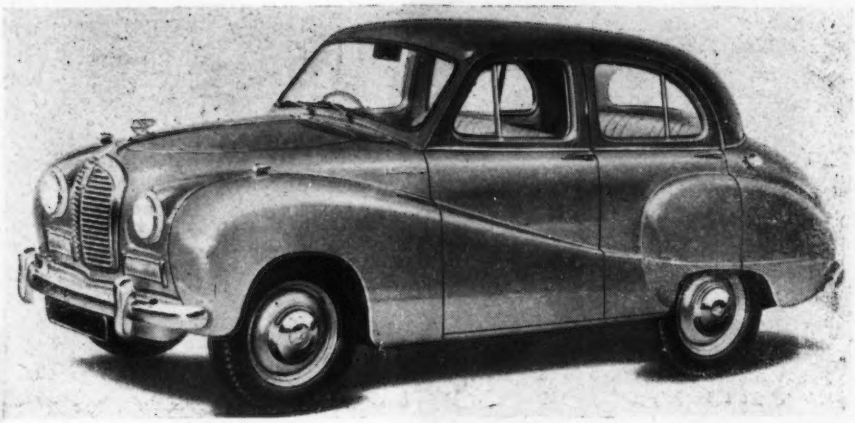
THE OIL FOR WISER DRIVERS

ESSO PETROLEUM COMPANY, LIMITED, 36 QUEEN ANNE'S GATE, LONDON, S.W.1



Austin A40 Restyled

Somerset is in line with the Hereford and Seven

Dealers' "build-up"

FEW changes have until now been made to the Austin A40 since its introduction in New York in September, 1947. Last Tuesday, however, a new model, known as the Somerset, was shown to the public for the first time in Austin dealers' showrooms.

Many dealers built up public expectancy by displaying a placard in an empty showroom which read, "Watch this space on February 5th," or by placing the car itself in the window shrouded by a dust sheet with a notice to the effect that the unveiling would take place on February 5th.

No big mechanical alterations have been made to the tried and tested 1,200 c.c. four-cylinder overhead-valve chassis, of which more than 344,000 have so far been built, but on this proved foundation is mounted an entirely new body whose styling closely resembles that of the Seven and Hereford.

The front end has been rounded off and broadened, and the new radiator grille is flanked on each side by smaller grilles with vertical bars, as opposed to the horizontal bars of the Hereford flanking grilles.

The separate side lights are now mounted on top of the front wings, and there will be few who will consider this reversion to previous practice a backward step, for the driver is now able to tell at a glance whether he has his side lights switched on and whether they are both functioning.

Chassis changes include more power from the engine, which now develops 42 b.h.p. at 4,300 r.p.m. instead of 40 b.h.p. at that crankshaft speed, and has a maximum torque of 62lb. ft. at 2,200 r.p.m. instead of 59lb. ft. at 2,200 r.p.m.

Overall gear ratios have been lowered slightly from 5.14, 7.88, 12.5 and 20.08 to 1 to 5.28, 8.13, 12.88 and 20.54 to 1, which has reduced road speed in top at 1,000 r.p.m. from 14.65 to 14.26 m.p.h. When first introduced, it may be remembered the A40 had a top gear of 5.43 to 1 and a speed of 13.8 m.p.h. at 1,000 r.p.m. in top.

Longer and wider

Although chassis dimensions remain the same with the exception of an increase in the rear track from 4ft. 1½in. to 4ft. 2in., the overall length has increased from 12ft. 9in. to 13ft. 3½in., the overall width from 5ft. 1in. to 5ft. 3in. and the overall height from 5ft. 3¾in. to 5ft. 4in. Ground clearance has increased from 6¾in. to 7½in. There has been little or no increase in the weight of the car.

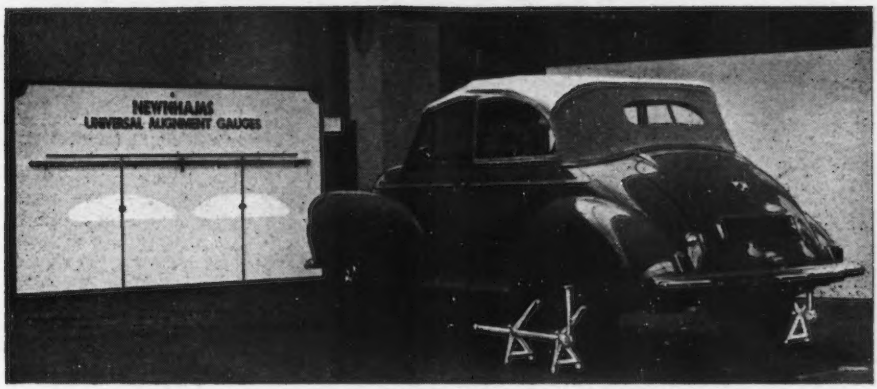
Basic price of the new A40 Somerset is £467, and its total price with purchase tax is £727 18s. 11d., compared with £712 7s. 9d. for the previous Devon model.

Provision is made for a built-in heater and radio, the heater being priced at £15 3s. 4d. and the radio at £42 15s. 7d.

CORRECTLY SET HEADLAMPS

CONTRIBUTE ENORMOUSLY TO

ROAD SAFETY



Newnhams BEAM SETTING GAUGES provide simple and accurate means of correcting mis-aligned Headlamps, and apart from reducing dangerous Dazzle to an absolute minimum they invariably increase effective illumination from 25% to 75%. Inexpensively priced at £35, these precision Gauges are sound investments in modern Service Garages.

CHASSIS ALIGNING GAUGES

For a further small outlay of £10. additional equipment may be obtained which provides Service Eugineers with fast and accurate Gauges for checking chassis alignment on vehicles involved in accidents.

CAMBER CASTOR GAUGES
(ALL READINGS OBTAINED WITHIN 5 MINUTES)

This Gauge priced at £28 is a firm favourite Very fast and simple to operate it supplies the answers to elusive front wheel geometry problems

OUR GAUGES ARE INSTALLED AND USED BY THE MAJORITY OF LEADING CAR MANUFACTURERS AND DISTRIBUTORS

NEWNHAMS

Est over 55 years

235-7-9 HAMMERSMITH RD., LONDON, W.6 PHONE:—RIVERSIDE 4646 (9 lines)

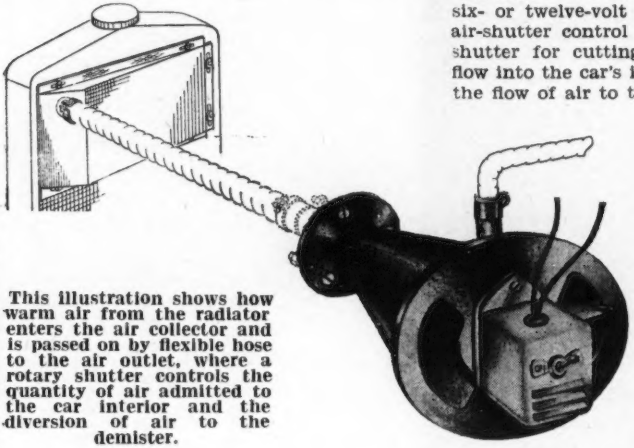
FOR THE GARAGE SHOWCASE

Car Heater and Demister

AN easily installed car heater and demister which fits most makes of cars and retails at £6 19s. 6d. has recently been placed on the market by Tudor Accessories, Ltd., Silverdale Road, Hayes, Middx.

Instead of the air being heated by a radiator element connected to the cooling system of the car an air collector is attached to the rear of the normal radiator by means of six long bolts passing through the grille or honeycomb. Slotted holes in the air collector provide for differences in the spacing of the radiator elements.

The air collector is connected by a length of hose to the air outlet unit which is fitted by cutting a 1½in. diameter hole in the bulkhead. The air outlet incorporates a six- or twelve-volt fan and motor, and an air-shutter control consisting of a rotating shutter for cutting down the rate of air flow into the car's interior and for diverting the flow of air to the demister.



This illustration shows how warm air from the radiator enters the air collector and is passed on by flexible hose to the air outlet, where a rotary shutter controls the quantity of air admitted to the car interior and the diversion of air to the demister.

The demister is attached to the inside of the windscreen by suction pads with the demister tube as near the lower edge of the windscreen frame as possible.

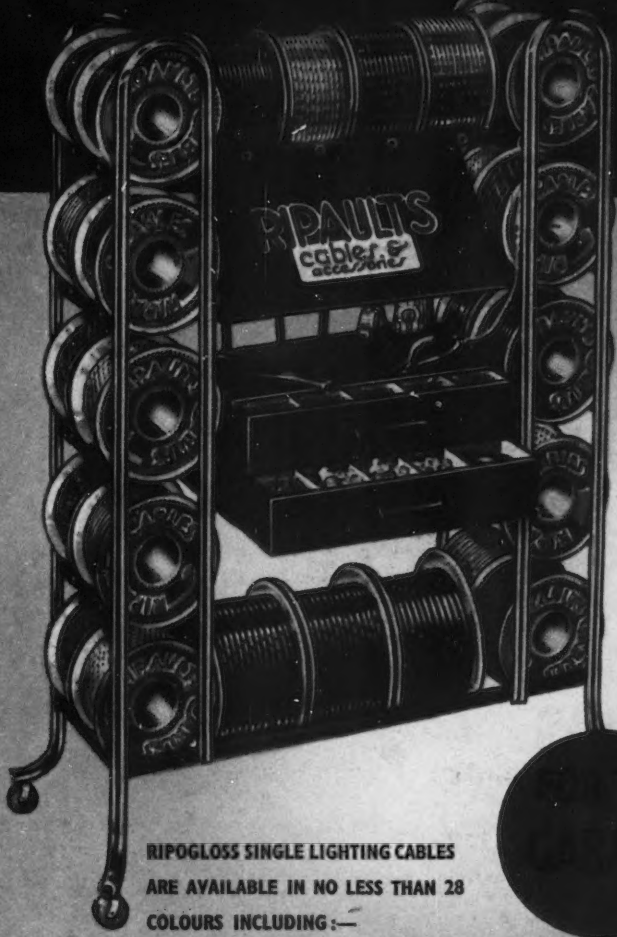
When the car is travelling at speed, the rush of air into the air collector renders the fan unnecessary, claim the manufacturers, and there is then no drain on the battery.

After-Dark Safety Equipment

TWO new items contributing to greater safety for night-time traffic have been introduced by the Notek Electric Co., Ltd., 23, London Road, Bromley, Kent. One is the Glomaster (left), which is a heavy-duty reflector for fitting to commercial vehicles. It has a three-inch prismatic reflector and is suspended on a belt which will give but will not break. The retail price is 10s.

The second item is the Flaremaster (right), a self-contained emergency flare for marking the position of a vehicle which has broken down on the road. The strong metal waterproof body with its baked enamel red finish carries a standard six-volt dry battery and special long-life Mazda bulb which throws a beam through the red Fresnel glass lens which the makers claim is visible for 1,000 feet or more. Price of the Flaremaster is 33s., and a strong portable container costs an extra 3s.

CABLE STORAGE EQUIPMENT



Free

to every stockist ordering the cable and accessories necessary to equip a unit.

THE NEW PREMIER TROLLEY for the garage carries twenty-seven spools with drawers holding terminals, wiring accessories, tape, etc. Free wire-clippers and strippers make it a complete repair unit.

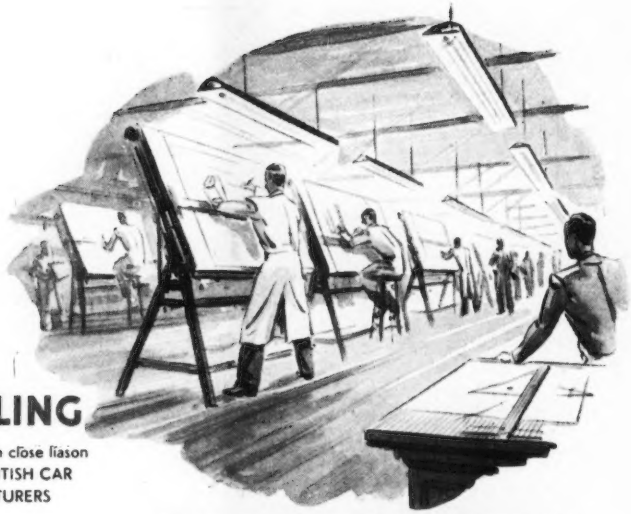
THE COUNTER PREMIER is an attractive display stand and holds twelve spools.

Ask your Wholesaler NOW for fully descriptive folder.

All Ripogloss single lighting cables are available in a wide range of colours.

RIPOGLOSS SINGLE LIGHTING CABLES ARE AVAILABLE IN NO LESS THAN 28 COLOURS INCLUDING:—

Black	Black with White Tracer	Green with White Tracer
Blue	Black „ Yellow „	Green „ Black „
Red	Black „ Green „	Green „ Red „
Green	Black „ Red „	Yellow „ Black „
Yellow	Blue „ White „	Yellow „ Red „
Mauve	Blue „ Yellow „	Yellow „ Green „
White	Blue „ Purple „	Purple „ Black „
Brown	Red „ White „	Purple „ White „
	Red „ Blue „	Purple „ Yellow „
	Red „ Black „	Brown „ White „



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work in such close liason with the BRITISH CAR MANUFACTURERS

Because GIRLING

are so much in advance in technical design — the result of never ceasing research & development

Because GIRLING

Support every product with a world wide service scheme

THE BRAKES, DAMPERS and Chassis Engineering of this organisation, the largest of its kind in the British Motor Industry GIVE AND MAINTAIN SUPERLATIVE PERFORMANCE UNDER ALL CONDITIONS

THERE'S NO DOUBT ABOUT IT

GIRLING

THE BEST BRAKES IN THE WORLD

WARNING! "Use only Girling Wakefield crimson brake fluid. The use of alternative fluid will not only render our guarantee null and void but can make your brakes inoperative by destroying the rubber seals."

ARE WAY OUT AHEAD

GIRLING LTD • KINGS RD • TYSELEY • BIRMINGHAM 11

The Garage & Motor Agent

Used-Car Market Report

DIGEST of prices quoted in trade and private advertisements of used-cars FOR SALE appearing in current issues of public motoring journals and representative national and provincial newspapers. In each case the figure given is the nearest "popular" average, i.e., the MAJORITY, NOT the arithmetical average.

Prices in right-hand column in £'s

C—Coupe.
F—4 or 5 seat Tourer.
L—Limousine.
T—2 or 3 seat Tourer.
S—Saloon.
U—Utility.

A.C.

35 S 16 h.p.	300
36 S 16–80	245
36 S 16 h.p.	325
36 C 16 h.p.	340
37 T 16–80	395
37 S 16 h.p.	375
37 F 16–80	425
37 C 16 h.p.	450
38 T 16–80	565
38 F 16–80	550
48 S 2-litre	1190
49 S 2-litre	1230
50 F 2-litre	1390
50 S 2-litre	1295

ALFA-ROMEO

36 C 1½-litre	495
35 F 2.3-litre	575
35 T 2.3-litre	675
39 S 2.3-litre	1500

ALLARD

46 T 30 h.p.	625
47 F 30 h.p.	750
47 C 30 h.p.	750
47 T 30 h.p.	695
48 C 30 h.p.	735
48 F 30 h.p.	780
48 T 30 h.p.	725
49 T 30 h.p.	795
49 C 30 h.p.	855
49 F 30 h.p.	1095
49 S 30 h.p.	1030
50 S 30 h.p.	1250
50 T 30 h.p.	1100
51 S 30 h.p.	1365

ALVIS

36 S 14 h.p.	355
38 S 14 h.p.	615
39 C 14 h.p.	650
47 S 14 h.p.	895
48 C 14 h.p.	990
48 S 14 h.p.	1150
49 S 14 h.p.	1250
49 C 14 h.p.	1195
50 S 14 h.p.	1375
50 C 14 h.p.	1390
36 S S.Eagle	375
37 S.Crest	440
38 S.Crest	495
36 S 17 h.p.	310
37 S 17 h.p.	485
39 S 17 h.p.	650
35 S Sp. 20 h.p.	199
36 S Sp. 20 h.p.	380
36 F Sp. 20 h.p.	400
37 S Sp. 25 h.p.	460
37 T Sp. 25 h.p.	420
37 C Sp. 25 h.p.	465
38 F Sp. 25 h.p.	575
38 S Sp. 25 h.p.	585
39 T Sp. 25 h.p.	675
39 S Sp. 25 h.p.	695
37 S 3.4-litre	550
38 S 4.3-litre	595
38 C 4.3-litre	675
39 S 4.3-litre	795
39 C 4.3-litre	775

ARMSTRONG SIDDELEY

35 S 12 h.p.	125
36 S 14 h.p.	197
37 S 14 h.p.	275
38 S 14 h.p.	425
39 S 16 h.p.	495
40 S 16 h.p.	650
46 C Hurricane	715
46 S Lancaster	895
46 S Typhoon	900
47 C Hurricane	825
47 S Typhoon	925
47 S Lancaster	875
48 C Hurricane	995
48 S Typhoon	995
48 S Lancaster	1095
49 S Typhoon	1125
49 C Hurricane	1095
49 S Lancaster	1095
50 C Hurricane	1437
50 S Lancaster	1472
50 S Typhoon	1375
36 S 17 h.p.	199
36 L 17 h.p.	295
37 S 17 h.p.	452
37 L 17 h.p.	630
38 S 17 h.p.	530
38 L 17 h.p.	615
39 S 17 h.p.	645
39 L 17 h.p.	695
40 S 17 h.p.	675
40 L 17 h.p.	695
50 S Wy 18 h.p.	1575
37 S 20 h.p.	450
35 L 25 h.p.	495
37 S 25 h.p.	395
38 S 25 h.p.	550
38 L 25 h.p.	815
39 S 25 h.p.	690
39 L 25 h.p.	575
36 L 30 h.p.	595
37 L 30 h.p.	625
37 F 30 h.p.	810

ASTON MARTIN

36 T 1½-litre	425
36 F 1½-litre	440
36 S 1½-litre	495
37 F 1½-litre	575
37 T 2-litre	690
38 S 2-litre	595
38 T 2-litre	595
38 F 2-litre	662
39 T 2-litre	725
48 C 2-litre	1950
49 C 2-litre	2050
49 S DB2	1295

AUBURN

37 C 30 h.p.	350

AUSTIN

35 F 7 h.p.	185
35 S 7 h.p.	199
36 T 7 h.p.	200
36 S 7 h.p.	200
37 T 7 h.p.	212
37 S 7 h.p.	225
38 T 7 h.p.	220
38 S 7 h.p.	289
38 C 7 h.p.	255
38 S 8 h.p.	315
39 F 8 h.p.	325
39 S 8 h.p.	345
40 S 8 h.p.	369
41 S 8 h.p.	375
42 S 8 h.p.	385
43 S 8 h.p.	435
45 S 8 h.p.	495
46 F 8 h.p.	545
46 S 8 h.p.	525
46 S 8 h.p.	560
48 S 8 h.p.	610
35 S 10 h.p.	212
35 F 10 h.p.	195
36 T 10 h.p.	225
36 S 10 h.p.	255
36 C 10 h.p.	235
37 S 10 h.p.	295
37 T 10 h.p.	275
37 F 10 h.p.	325
38 S 10 h.p.	425
38 C 10 h.p.	395
38 F 10 h.p.	355
39 S 10 h.p.	465
39 C 10 h.p.	420
40 C 10 h.p.	395
40 S 10 h.p.	480
41 S 10 h.p.	505
42 S 10 h.p.	550
45 S 10 h.p.	595
46 S 10 h.p.	637
47 S 10 h.p.	685
47 S A.40	730
48 S A.40	780
49 S A.40	875
49 U A.40	820
50 S A.40	1020
35 S 12 h.p.	195
36 S 12 h.p.	225
37 S 12 h.p.	270
38 S 12 h.p.	340
39 S 12 h.p.	410
40 S 12 h.p.	520
46 S 12 h.p.	720
47 S 12 h.p.	765
36 S 14 h.p.	245
38 S 14 h.p.	365
39 S 14 h.p.	425
35 F 16 h.p.	165
35 S 16 h.p.	199
35 L 16 h.p.	205
36 S 16 h.p.	225
36 L 16 h.p.	275
37 S 16 h.p.	335
37 F 16 h.p.	312
37 T 16 h.p.	325
38 C 16 h.p.	355
38 S 16 h.p.	365
39 S 16 h.p.	410
46 S 16 h.p.	655
47 S 16 h.p.	825
48 S 16 h.p.	850
49 S 16 h.p.	925
50 S 16 h.p.	1200
49 S A.70	1125
50 S A.70	1250
49 S A.90	1350
49 C A.90	1195
50 C A.90	1230
50 S A.90	1400
35 S 18 h.p.	272
35 L 18 h.p.	295
36 S 18 h.p.	305
36 L 18 h.p.	320
37 S 18 h.p.	410
37 L 18 h.p.	595
38 S 18 h.p.	650
38 L 18 h.p.	725
39 S 18 h.p.	787
39 L 18 h.p.	895
35 S 20 h.p.	435
35 L 20 h.p.	435
36 S 20 h.p.	675
37 S 20 h.p.	775
33 S 20 h.p.	1050
38 L 20 h.p.	825
35 S 24 h.p.	350
36 S 24 h.p.	430
37 S 24 h.p.	525
37 L 24 h.p.	725
38 S 24 h.p.	785
39 S 28 h.p.	895
39 L 28 h.p.	1000
48 S A.125	1375
49 S A.125	1550
50 S A.125	1795
49 S A.135	1825
50 S A.135	2395

BENTLEY

35 S 3½-litre	1200
36 S 3½-litre	1365
36 S 3½-litre	1475
37 S 3½-litre	1695
37 T 3½-litre	1385
37 C 3½-litre	1012
36 S 4¼-litre	1750
37 C 4¼-litre	1950
37 S 4¼-litre	1662
38 S 4¼-litre	2350
38 F 4¼-litre	1950
39 C 4¼-litre	2645
39 S 4¼-litre	2675
39 F 4¼-litre	2750
47 S Mk VI	3850
48 S Mk VI	4450
48 C Mk VI	4400
49 C Mk VI	4800
49 S Mk VI	4950
50 S Mk VI	5800

B.M.W.

36 S 45	295
37 S 45	305
37 C 45	365
38 S 321	525
37 C 329	525
38 C 329	575

BOND

49 T 2 h.p.	210
50 T 2 h.p.	245

BRISTOL

48 S 400	1675
49 S 400	2275
50 S 401	3200

BRITISH SALMSON

38 S 13 h.p.	375
38 S 14 h.p.	400

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BROUGH SUPERIOR

37 C 22 h.p.	495
41 S 22 h.p.	595
39 C 3½-litre	575
36 C 29 h.p.	325
38 S 29 h.p.	275

B.S.A.

35 T 9 h.p.	150
35 S 10 h.p.	120
36 C 10 h.p.	195
36 T 10 h.p.	195
37 C 10 h.p.	220
37 F 10 h.p.	235
38 S 10 h.p.	195
38 F 10 h.p.	245
38 C 10 h.p.	275
38 T 10 h.p.	275
39 T 10 h.p.	345
39 S 10 h.p.	365
40 T 10 h.p.	378
35 S 12 h.p.	250
36 C 12 h.p.	265

BUGATTI

34 F 2.3-litre	360
37 F 2.3-litre	475
39 S 3.3-litre	1050

BUICK

35 S 28 h.p.	197
36 S 30 h.p.	240
37 S 30 h.p.	395
37 C 30 h.p.	425
38 C 30 h.p.	585
41 S 30 h.p.	650
36 S 31 h.p.	295
36 C 31 h.p.	270
37 S 31 h.p.	395
37 C 31 h.p.	450
38 C 31 h.p.	495
38 S 31 h.p.	560
39 S 31 h.p.	660
40 S 31 h.p.	690
48 C 31 h.p.	2150
36 S 38 h.p.	420
37 L 38 h.p.	650
38 L 38 h.p.	745
39 C 38 h.p.	550
39 S 38 h.p.	595
48 C 38 h.p.	2150
49 S 38 h.p.	3150
46 C Rdmstr	895
47 S Rdmstr	1665
48 S Rdmstr	1800
49 S Rdmstr	2750
47 S 51	2850
48 S 51	2925
49 C 51	2875
49 S 51	2995

CADILLAC

39 S V8	1175
47 S 61	2150
49 S 42 h.p.	3750

CHEVROLET

38 C 27 h.p.	575
41 S 29 h.p.	625
37 S 30 h.p.	230
38 S 30 h.p.	375
39 S 30 h.p.	465
39 C 30 h.p.	450
45 S 30 h.p.	745
47 S Fltmstr	950
48 S 30 h.p.	1445
50 S Fleetline	2750

CHRYSLER

38 S 20 h.p.	285
39 S 20 h.p.	475
39 S 22 h.p.	495
36 S 24 h.p.	210
37 S 24 h.p.	335
38 S 24 h.p.	435
39 S 24 h.p.	539
47 S 24 h.p.	1450
38 S 26 h.p.	395
38 S 27 h.p.	395
39 S 27 h.p.	450
38 S 28 h.p.	535
47 S Plymouth	1135
49 S Plymouth	1650
50 S Plymouth	2250

CITROEN

36 S 10 h.p.	135
35 S 12 h.p.	195
36 S 12 h.p.	265
37 S 12 h.p.	292
38 S 12 h.p.	325
38 T 12 h.p.	385
39 S 12 h.p.	411
40 S 12 h.p.	460
37 S 15 h.p.	287
38 S 15 h.p.	410
38 C 15 h.p.	395
39 S 15 h.p.	495
40 T 15 h.p.	535
40 S 15 h.p.	545
45 S 15 h.p.	725
46 S 15 h.p.	742
47 S 15 h.p.	795
48 S 15 h.p.	895
49 S 15 h.p.	1150
50 S 15 h.p.	1228
49 S 23 h.p.	1595
50 S 23 h.p.	1775

CONNAUGHT

49 T 1767 cc.	1075

CROSLEY

50 S 6 h.p.	695
49 U 7 h.p.	595

CROSSLEY

37 S 20 h.p.	350

DAIMLER

36 S 15 h.p.	325
37 S 15 h.p.	420
38 S 15 h.p.	540
37 S 2½-litre	550
38 S 2½-litre	610
39 S 2½-litre	722
39 C 2½-litre	795
40 S 2½-litre	875
46 S 2½-litre	1262
46 C 2½-litre	1150
47 S 2½-litre	1385
48 S 2½-litre	1525
48 C 2½-litre	1662
49 C 2½-litre	1725
49 S 2½-litre	1750
50 C 2½-litre	2250
50 S 2½-litre	2350
36 S 20 h.p.	437
36 L 20 h.p.	630
37 S 20 h.p.	575
38 S 20 h.p.	675
39 S 20 h.p.	825
41 S 20 h.p.	850
46 S 20 h.p.	865
37 L 20 h.p.	805
36 L 24 h.p.	572
37 S 24 h.p.	895
39 S 24 h.p.	1295
40 S 24 h.p.	1550
36 C 26 h.p.	535
36 S 26 h.p.	565
35 S 27 h.p.	610
47 S 27 h.p.	2100
47 L 27 h.p.	2750
50 L 27 h.p.	3950
37 S 3½-litre	775
36 L 32 h.p.	850
38 L 32 h.p.	1750
47 L 3½ h.p.	3000
40 S 4-litre	1350

DELAGE

39 S D6-75	775
35 C D8-85	325
38 C 28 h.p.	550

DELAHAYE

38 C 3½-litre	730
38 S 135m	775
38 F 135m	865
46 C 24 h.p.	800

D.K.W.

38 S 7 h.p.	225
40 S 7 h.p.	425
38 S 8 h.p.	225

DODGE

37 S 26 h.p.	355
38 S 26 h.p.	425
40 S 26 h.p.	740
47 S 26 h.p.	1495

FIAT

36 T 500	225
37 C 500	260
37 S 500	275
38 S 500	322
38 C 500	375
39 S 500	395
39 C 500	415
36 T 1100	265
38 S 1100	360
39 S 1100	445
40 S 1100	490
40 C 1100	465
47 C 1100	750
48 S 1100	825
49 C 1100	995
50 C 1100	1205
37 S 1500	330
37 C 1500	300
38 S 1500	375
39 S 1500	445
40 C 1500	595

FORD

35 S 8 h.p.	160
36 S 8 h.p.	195
37 S 8 h.p.	269
38 S 8 h.p.	280
39 S 8 h.p.	350
39 U 8 h.p.	345
40 S 8 h.p.	399
46 S Anglia	465
47 S Anglia	512
48 S Anglia	595
49 S Anglia	637
49 U 8 h.p.	445
50 S Anglia	710
35 S 10 h.p.	175
36 S 10 h.p.	225
37 S 10 h.p.	265
38 S 10 h.p.	302
38 F 10 h.p.	250
38 T 10 h.p.	275
39 S Prefect	350
39 F Prefect	335
39 C Prefect	365
40 S Prefect	445
41 S Prefect	465
46 S Prefect	560
47 S Prefect	625
48 S Prefect	665
49 S Prefect	765
50 S Prefect	875
36 S 22 h.p.	225
37 S 22 h.p.	260
38 S 22 h.p.	295
39 S 22 h.p.	350
35 F 30 h.p.	195
35 S 30 h.p.	180
36 S 30 h.p.	245
36 C 30 h.p.	235
37 S 30 h.p.	299
37 C 30 h.p.	280
38 C 30 h.p.	365
38 S 30 h.p.	350
39 S 30 h.p.	415
40 S 30 h.p.	499
47 S Pilot	790
48 S Pilot	895
49 S Pilot	960
50 S Pilot	1100

FRAZER NASH

34 T 1½-litre	295
35 T 1½-litre	350
37 S 1½-litre	399

FRAZER NASH B.M.W.

35 C 45	325
35 F 45	325
37 S 45	350
37 F 45	345
37 C 45	360
38 C 45	385
36 C 55	350
36 T 55	395
37 C 55	450
38 S 320	535
39 S 320	590
38 S 321	525
39 C 321	550
38 T 328	785
39 T 328	820
39 T 328	930
40 T 328	1100

GRAHAM

38 S 26 h.p.	190
39 S 26 h.p.	525

HANSA

39 S 1½-litre	325

HEALEY

47 T 2.4-litre	865
47 S 2.4-litre	910
48 T 2.4-litre	1010
48 S 2.4-litre	1150
49 T 2.4-litre	1225
49 S 2.4-litre	1275
49 C 2.4-litre	1250
50 T 2.4-litre	1295

HILLMAN

35 S 10 h.p.	185
36 S 10 h.p.	257
36 C 10 h.p.	240
37 S 10 h.p.	300
37 C 10 h.p.	280
38 S 10 h.p.	345
38 C 10 h.p.	330
39 S 10 h.p.	398
39 C 10 h.p.	375
40 C 10 h.p.	422
40 S 10 h.p.	424
41 S 10 h.p.	447
42 S 10 h.p.	475
45 S 10 h.p.	545
46 S 10 h.p.	625
46 C 10 h.p.	600
47 C 10 h.p.	629
47 S 10 h.p.	705
48 C 10 h.p.	775
48 S 10 h.p.	755
49 C 10 h.p.	837
49 S 10 h.p.	895
50 S 10 h.p.	1000
50 C 10 h.p.	995
50 U 10 h.p.	975
38 S 14 h.p.	365
39 S 14 h.p.	445
42 S 14 h.p.	525
37 S 16 h.p.	285
37 S 20 h.p.	225
38 L 20 h.p.	545
36 L 21 h.p.	295
37 L 21 h.p.	525
38 L 21 h.p.	695

H.R.G.

47 T 1½-litre	700
48 T 1½-litre	830
49 T 1½-litre	1100

HISPANO-SUIZA

37 C 37 h.p.	750

HOTCHKISS

36 C 28 h.p.	650
37 S 3-litre	665

HUDSON

37 C 17 h.p.	255
37 S 17 h.p.	350
38 C 17 h.p.	345
38 S 17 h.p.	450
39 C 17 h.p.	425
39 S 17 h.p.	462
40 S 17 h.p.	525
35 C 22 h.p.	215
36 C 22 h.p.	275
37 S 22 h.p.	332
38 C 22 h.p.	365
38 S 22 h.p.	465
39 S 22 h.p.	525
40 S 22 h.p.	595
37 C 29 h.p.	316
38 S 29 h.p.	400
42 S Com'odore	850
50 S Com'dore	3150

HUMBER

35 S 12 h.p.	185
36 S 12 h.p.	220
37 S 12 h.p.	265
46 S Hawk	800
47 S Hawk	840
48 S Hawk	886
49 S Hawk	1250
50 S Hawk	1410
38 S 16 h.p.	480
39 S 16 h.p.	500
40 S 16 h.p.	525
36 S 18 h.p.	495
37 S 18 h.p.	540
45 S 18 h.p.	760
46 S 18 h.p.	852
47 S 18 h.p.	995

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48 S 18 h.p.	1025
38 S 21 h.p.	445
39 S 21 h.p.	530
35 F Snipe	200
46 S Snipe	795
47 S Snipe	870
48 S Snipe	1195
39 S Imperial	450
40 S Imperial	550
49 S Imperial	1675
50 S Imperial	1795
38 S S.Snipe	440
39 S S.Snipe	470
45 S S.Snipe	690
46 S S.Snipe	740
47 S S.Snipe	795
48 S S.Snipe	1025
49 S S.Snipe	1250
50 S S.Snipe	1562
51 S S.Snipe	1740
36 L Pullman	475
37 L Pullman	595
39 L Pullman	695
46 L Pullman	990
47 L Pullman	1145
48 L Pullman	1340
48 S Pullman	1325
49 L Pullman	1500
50 L Pullman	1795

JAGUAR

36 S 12 h.p.	295
37 S 1½-litre	395
38 S 1½-litre	445
39 F 1½-litre	550
39 C 1½-litre	475
39 S 1½-litre	535
40 S 1½-litre	645
40 C 1½-litre	685
46 S 1½-litre	795
47 S 1½-litre	865
48 S 1½-litre	1045
49 S 1½-litre	1250
35 S 2½-litre	210
36 S 2½-litre	260
37 S 2½-litre	375
37 T 2½-litre	358
38 S 2½-litre	455
38 C 2½-litre	475
39 S 2½-litre	575
39 C 2½-litre	535
46 S 2½-litre	895
47 S 2½-litre	997
48 S 2½-litre	1080
49 S Mk V	1650
50 S Mk V	1895
38 T 3½/100	575
38 S 3½-litre	550
38 C 3½-litre	495
39 C 3½-litre	545
39 S 3½-litre	595
39 T 3½/100	625
40 S 3½-litre	765
46 S 3½-litre	822
47 S 3½-litre	990
48 C 3½-litre	1300
48 S 3½-litre	1175
49 S 3½-litre	1475
49 S Mk V	1750
50 S Mk V	1925
50 T XK120	2150

JENSEN

38 C 3½-litre	500

JOWETT

35 S 8 h.p.	185
37 S 8 h.p.	210
38 S 8 h.p.	270
39 S 8 h.p.	300
36 S 10 h.p.	255
38 S 10 h.p.	315
30 S 10 h.p.	360

JOWETT JAVELIN

48 S 1½-litre	880
49 S 1½-litre	980
50 S 1½-litre	1145

LAGONDA

35 C 10 h.p.	265
35 S 16–80 h.p.	325
50 S 2½-litre	3250
50 C 2½-litre	3250
35 S 4½-litre	385
36 C 4½-litre	580
36 S 4½-litre	572
37 C 4½-litre	725
37 S 4½-litre	825
38 S V12	1195
39 S V12	1250
40 S V12	1400

LANCHESTER

36 S 10 h.p.	250
38 S 10 h.p.	355
39 S 10 h.p.	465
46 S 10 h.p.	825
47 S 10 h.p.	850
48 S 10 h.p.	940
50 S 10 h.p.	1175
36 S 11 h.p.	235
37 S 11 h.p.	325
38 S 11 h.p.	375
39 S 11 h.p.	465
35 S 12 h.p.	295
36 S 12 h.p.	325
37 S 14 h.p.	385
38 S 14 h.p.	460
39 S 14 h.p.	625
35 S 18 h.p.	500
39 S 18 h.p.	795
36 S 20 h.p.	250

LANCIA

35 S Augusta	325
36 S Augusta	365
37 S Aprilia	535
38 S Aprilia	575
39 S Aprilia	680
47 S Aprilia	1450
39 S Astura	1050

LEA-FRANCIS

46 S 14 h.p.	700
47 S 14 h.p.	1050
48 S 14 h.p.	1110
48 T 14 h.p.	1095
49 S 14 h.p.	1350
50 S 14 h.p.	1425
49 S 2½-litre	1650
50 T 2½-litre	1725
50 S 2½-litre	1790

LINCOLN

39 S Zephyr	500
46 S 40	1595

LLOYD

48 T 650	285
49 T 650	355

MERCEDES BENZ

38 T 14 h.p.	625
39 T 14 h.p.	675
36 C 16 h.p.	425
38 S 20 h.p.	495
38 L 20 h.p.	600
39 C 20 h.p.	820
37 C 540K	1000
39 C 38 h.p.	1275
39 S 38 h.p.	1500

MORGAN

37 T 4/4	325
38 T 4/4	365
39 T 4/4	390
39 C 4/4	425
47 C 4/4	600
48 C 4/4	715
49 T 4/4	735
50 T 4/4	895

M.G.

34 T Midget J2	275
34 T Midget J4	275
34 F Midget P	225
34 T Midget PA	235
35 T Midget P	275
36 T Midget P	295
36 C Midget PB	299
36 T Midget PB	297
37 T Midget T	355
38 T Midget TA	385
39 T Midget TA	440
39 C Midget TA	495
39 T Midget TB	495
39 C Midget TB	465
40 T Midget TB	525
46 T Midget TC	595
47 T Midget TC	675
48 T Midget TC	740
49 T Midget TC	825
50 T Midget TD	950
47 S 1½-litre	895
48 S 1½-litre	970
49 S 1½-litre	1060
50 S 1½-litre	1135
35 S Magnette	255
35 T Magnette	235
35 T Mag'te ND	345
35 F Mag'te N	255
35 T Mag'te N	245
36 F Mag'te N	275
35 S Mag'te KN	255
36 S Mag'te KN	295
37 F 1½-litre	390
37 C 1½-litre	400
38 S 1½-litre	425
38 F 1½-litre	445
38 C 1½-litre	485
39 S 1½-litre	595
39 F 1½-litre	550
39 C 1½-litre	550
40 S 1½-litre	620
40 F 1½-litre	582
36 C 2-litre	322
37 S 2-litre	362
37 C 2-litre	345
38 C 2-litre	395
38 S 2-litre	460
39 S 2-litre	565
39 C 2-litre	505
40 C 2-litre	615
39 S 2.6-litre	545
39 C 2.6-litre	565
40 S 2.6-litre	595
40 C 2.6-litre	645

MORRIS

35 F 8 h.p.	150
35 S 8 h.p	162
36 S 8 h.p.	195
36 F 8 h.p.	180
36 T 8 h.p.	175
37 F 8 h.p.	205
37 T 8 h.p.	195
37 S 8 h.p.	225
38 T 8 h.p.	269
38 F 8 h.p.	267
38 S 8 h.p.	265
39 S 8 h.p.	362
39 F 8 h.p.	335
39 T 8 h.p.	320
40 F 8 h.p.	375
40 S 8 h.p.	410
46 S 8 h.p.	550
47 S 8 h.p.	575
48 S 8 h.p.	640
49 S Minor	785
49 F Minor	750
50 F Minor	810
50 S Minor	845
35 S 10 h.p.	215
36 S 10 h.p.	255
37 S 10 h.p.	315
38 S 10 h.p.	360
39 S 10 h.p.	395
40 S 10 h.p.	425
45 S 10 h.p.	575
46 S 10 h.p.	612
47 S 10 h.p.	650
48 S 10 h.p.	735
35 S 12 h.p.	115
35 T 12 h.p.	135
36 S 12 h.p.	195
36 S 12 h.p.	220
37 S 12 h.p.	270
38 S 12 h.p.	350
38 C 12 h.p.	310
39 S 12 h.p.	365
40 S 12 h.p.	460
36 S 14 h.p.	260
37 S 14 h.p.	295
38 S 14 h.p.	366
39 S 14 h.p.	410
48 S Oxford	785
49 S Oxford	955
50 S Oxford	1055
35 S 18 h.p.	150
36 S 18 h.p.	175
37 S 18 h.p.	235
49 S Six	915
50 S Six	1050
37 S 25 h.p.	215
38 S 25 h.p.	265
39 S 25 h.p.	292

NASH

46 S 23 h.p.	1275
39 C Amb'sador	375

OLDSMOBILE

36 S 6-cyl	325
47 S 8-cyl	1575

OPEL

37 C 12 h.p.	150
37 S 12 h.p.	159
38 S 12 h.p.	205
39 S 12 h.p.	265
37 S 17 h.p.	235
37 C 24 h.p.	195

PACKARD

36 C 26 h.p.	330
35 C 27 h.p.	270
36 S 27 h.p.	335
37 S 27 h.p.	325
38 C 30 h.p.	395
38 S 30 h.p.	575
39 S 30 h.p.	680
36 S 33 h.p.	380
37 S 33 h.p.	425
38 C 33 h.p.	550
38 S 33 h.p.	525
37 S 34 h.p.	640
47 S Clipper	1947
48 S Clipper	2500

PEUGEOT

48 S 202	800
40 S 17 h.p.	425
40 S 402B	440

PONTIAC

40 S 28 h.p.	525
37 C 29 h.p.	280
40 S 29 h.p.	575

RAILTON

39 C 10 h.p.	599
39 S 22 h.p.	595
36 T 28 h.p.	195
36 S 28 h.p.	225
36 C 28 h.p.	325
37 S 28 h.p.	275
38 S 28 h.p.	395
38 F 28 h.p.	550
38 S 29 h.p.	566
35 F 30 h.p.	395
37 S 30 h.p.	590

RENAULT

49 S 760 c.c.	690
50 S 760 c.c.	755
39 S 8 h.p.	295
39 S 9 h.p.	400
48 S 9 h.p.	535
49 S 9 h.p.	595
35 S 12 h.p.	212
37 S 12 h.p.	250
38 C 12 h.p.	295
38 S 12 h.p.	295
39 S 12 h.p.	350
39 C 12 h.p.	295
40 S 12 h.p.	385
35 S 14 h.p.	110
39 S 17 h.p.	315
36 C 18 h.p.	200
37 S 18 h.p.	295
38 C 18 h.p.	265
39 S 18 h.p.	295
39 S 26 h.p.	350

RILEY

35 S 9 h.p.	265
35 F 9 h.p.	235
36 S 9 h.p.	300
37 S 9 h.p.	365
38 S 9 h.p.	380
35 S 12 h.p.	275
36 S 12 h.p.	365
36 T 12 h.p.	410
37 F 12 h.p.	475
37 S 12 h.p.	480
38 S 12 h.p.	562
38 T 12 h.p.	557
39 F 12 h.p.	520
39 S 12 h.p.	575
40 S 12 h.p.	625
46 S 1½-litre	862
47 S 1½-litre	940
48 S 1½-litre	1160

"The G. & M.A." Used-Car Market Report—(*continued*).

48 C 1½-litre	1195
49 S 1½-litre	1300
50 S 1½-litre	1465
37 S 14 h.p.	295
35 S 15 h.p.	250
37 S 15 h.p.	485
38 S 16 h.p.	520
40 S 16 h.p.	580
46 S 2½-litre	960
47 S 2½-litre	1095
48 S 2½-litre	1180
49 S 2½-litre	1335
49 T 2½-litre	1500
50 T 2½-litre	1450
50 S 2½-litre	1675

ROLLS-ROYCE

32 S 20/25	500
32 L 20/25	920
33 S 20/25	1095
34 F 20/25	1050
34 S 20/25	1150
34 L 20/25	1275
35 S 20/25	1250
35 L 25/30	1350
36 S 25/30	1512
36 L 25/30	1695
37 S 25/30	1895
37 L 25/30	1950
38 S 25/30	1987
38 L 25/30	2350
39 S Wraith	2850
39 L Wraith	2690
48 S S.Wraith	4450
49 C S.Wraith	5450
49 S S.Wraith	5450
49 L S.Wraith	5500
50 L S.Wraith	6675
50 S S.Wraith	5950
32 S Ph. II	595
33 S Ph. II	760
34 S Ph. II	875
34 C Ph. II	725
35 L Ph. II	1350
36 L Ph. III	1950
37 S Ph. III	1650
37 L Ph. III	1975
38 S Ph. III	1595
38 L Ph. III	2350

ROVER

35 S 10 h.p.	295
36 S 10 h.p.	320
37 S 10 h.p.	347
38 S 10 h.p.	422
39 S 10 h.p.	585
40 S 10 h.p.	655
46 S 10 h.p.	850
47 S 10 h.p.	975
48 S 10 h.p.	1065
36 S 12 h.p.	355
37 S 12 h.p.	400
38 S 12 h.p.	485
39 S 12 h.p.	595
40 S 12 h.p.	650
46 S 12 h.p.	985
47 S 12 h.p.	1067
47 F 12 h.p.	1035
48 S 12 h.p.	1222
48 S 60	1350
49 S 60	1525
36 S 14 h.p.	259
37 S 14 h.p.	455
38 S 14 h.p.	495
39 S 14 h.p.	650
40 S 14 h.p.	725
46 S 14 h.p.	995
47 S 14 h.p.	1075
37 S 16 h.p.	465
38 S 16 h.p.	525
39 S 16 h.p.	650
40 S 16 h.p.	795
46 S 16 h.p.	985
47 S 16 h.p.	1075
48 S 16 h.p.	1240
48 S 75	1365
49 S 75	1435
50 S 75	1975
37 S 20 h.p.	475
38 S 20 h.p.	535
39 S 20 h.p.	775

LAND-ROVER

49 F	630
50 F	680

S.S.

36 S 12	159
36 S 2½-litre	159
35 T 90	265

SINGER

36 S 9 h.p.	205
36 T 9 h.p.	225
37 S 9 h.p.	260
38 S 9 h.p.	300
39 S 9 h.p.	327
39 F 9 h.p.	325
46 F 9 h.p.	475
47 F 9 h.p.	575
48 F 9 h.p.	625
36 S 10 h.p.	360
39 S 10 h.p.	435
46 S 10 h.p.	495
47 S 10 h.p.	605
48 S 10 h.p.	662
49 S 10 h.p.	722
37 S 12 h.p.	175
38 S 12 h.p.	269
39 F 12 h.p.	325
48 S 12 h.p.	735
49 S 12 h.p.	855
36 T 1½-litre	310
49 S SM 1500	885
50 S SM 1500	1035

STANDARD

38 S 8 h.p.	305
39 S 8 h.p.	325
40 S 8 h.p.	360
45 S 8 h.p.	450
46 S 8 h.p.	462
46 C 8 h.p.	450
47 S 8 h.p.	490
47 C 8 h.p.	485
48 S 8 h.p.	550
48 F 8 h.p.	524
49 S 8 h.p.	650
36 S 9 h.p.	225
37 S 9 h.p.	240
38 S 9 h.p.	320
39 S 9 h.p.	375
40 S 9 h.p.	445
36 S 10 h.p.	215
37 S 10 h.p.	275
38 S 10 h.p.	327
39 S 10 h.p.	380
41 S 10 h.p.	435
36 S 12 h.p.	237
37 S 12 h.p.	250
38 S 12 h.p.	295
39 S 12 h.p.	385
39 C 12 h.p.	360
46 S 12 h.p.	620
47 S 12 h.p.	695
48 S 12 h.p.	775
48 C 12 h.p.	762
37 S 14 h.p.	249
38 S 14 h.p.	395
39 S 14 h.p.	420
46 S 14 h.p.	610
47 S 14 h.p.	695
48 S 14 h.p.	745
49 S 14 h.p.	950
36 S 16 h.p.	320
48 S Vanguard	895
49 S Vanguard	950
50 S Vanguard	1050
37 S 20 h.p.	285
38 S 20 h.p.	325
40 S 20 h.p.	500

STUDEBAKER

41 S 20 h.p.	450
49 S 20 h.p.	1800
39 S 22 h.p.	395
40 S 22 h.p.	455
41 S 22 h.p.	650
47 S 22 h.p.	1295
48 S 22 h.p.	1900
36 S 25 h.p.	190
36 S 26 h.p.	195
38 S 26 h.p.	385
39 S 26 h.p.	450
41 S 26 h.p.	617
37 S 30 h.p.	120
39 S C'mander	775
47 S C'mander	1500
48 S C'mander	1860
50 S C'mander	2550

SUNBEAM-TALBOT

38 S 10 h.p.	465
39 C 10 h.p.	525
39 S 10 h.p.	565
40 S 10 h.p.	625
46 S 10 h.p.	725
47 S 10 h.p.	810
48 S 10 h.p.	895
48 F 10 h.p.	895
49 S 80	960
49 C 80	980
50 S 80	1150
50 C 80	1072
40 S 2-litre	565
40 C 2-litre	545
46 S 2-litre	885
47 S 2-litre	940
47 C 2-litre	980
48 S 2-litre	1120
48 S 90	990
49 S 90	1062
49 C 90	1180
50 S 90	1235
50 C 90	1237
39 S 3-litre	550
39 S 4-litre	565
40 S 4-litre	625

TALBOT

36 S 10 h.p.	255
37 S 10 h.p.	345
38 S 10 h.p.	425
38 C 10 h.p.	390
36 C 14 h.p.	175
36 S 75	235
36 S 21 h.p.	305
37 S 21 h.p.	380
36 S 105	300
37 S 105	395
36 T 110	615
38 S 3-litre	550
37 S 3½-litre	400
38 S 3½-litre	475

TRIUMPH

36 S 10.8 h.p.	245
39 S 11 h.p.	375
50 S M'flower	1065
35 S 12 h.p.	255
37 S 12 h.p.	335
38 S 12 h.p.	370
39 C 12 h.p.	475
38 S 1½-litre	345
39 S 1½-litre	425
37 S 14/60	325
37 F 14 h.p.	360
38 S 14/60	400
38 T 14 h.p.	395
39 S 14 h.p.	450
39 C 14 h.p.	545
40 S 14 h.p.	610
46 T 1800	790
46 S 1800	825
47 S 1800	885
47 T Roadster	585
48 S 1800	975
48 T Roadster	925
49 T Roadster	1095
49 S 1800	1075
36 S 16 h.p.	290
36 C 16 h.p.	275
37 S 16 h.p.	295
38 S 16 h.p.	365
39 S 16 h.p.	525
49 S Renown	1150
49 T 2000	895
50 S Renown	1295

VAUXHALL

38 S 10 h.p.	385
38 C 10 h.p.	345
39 S 10 h.p.	450
39 C 10 h.p.	395
40 S 10 h.p.	487
46 S 10 h.p.	595
47 S 10 h.p.	699
48 S 10 h.p.	725
49 S 10 h.p.	735
36 F 12 h.p.	275
36 S 12 h.p.	280
37 S 12 h.p.	325
38 S 12 h.p.	340
39 S 12 h.p.	420
40 S 12 h.p.	465
46 S 12 h.p.	675
47 S 12 h.p.	715
48 S 12 h.p.	760
48 S Wyvern	795
49 S Wyvern	840
50 S Wyvern	960
35 C 14 h.p.	170
35 S 14 h.p.	210
36 S 14 h.p.	260
36 C 14 h.p.	269
37 S 14 h.p.	325
37 C 14 h.p.	330
38 S 14 h.p.	410
39 S 14 h.p.	525
46 S 14 h.p.	695
47 S 14 h.p.	732
48 S 14 h.p.	842
48 S Velox	882
49 S Velox	965
50 S Velox	1075
35 S 20 h.p.	140
36 S 25 h.p.	220
37 S 25 h.p.	295
38 S 25 h.p.	335
39 S 25 h.p.	395

VOLKSWAGEN

47 S 11 h.p.	345
48 S 11 h.p.	425
49 S 11 h.p.	500

WILLYS

36 S 16 h.p.	269

WOLSELEY

46 S 8 h.p.	575
47 S 8 h.p.	640
48 S 8 h.p.	710
36 S 10 h.p.	219
37 S 10 h.p.	340
39 S 10 h.p.	480
46 S 10 h.p.	635
47 S 10 h.p.	695
48 S 10 h.p.	745
36 S 12 h.p.	225
37 S 12 h.p.	340
38 S 12 h.p.	390
39 S 12 h.p.	465
40 S 12 h.p.	595
41 S 12 h.p.	635
47 S 12 h.p.	810
36 S 14 h.p.	285
37 S 14 h.p.	305
38 S 14 h.p.	350
39 S 14 h.p.	495
46 S 14 h.p.	725
47 S 14 h.p.	850
48 S 14 h.p.	950
45 S 4/50	995
49 S 4/50	1050
50 S 4/50	1150
37 S 16 h.p.	400
38 S 16 h.p.	565
40 S 16 h.p.	625
37 S 18 h.p.	295
38 S 18 h.p.	350
39 S 18 h.p.	422
40 S 18 h.p.	550
46 S 18 h.p.	710
47 S 18 h.p.	785
48 S 18 h.p.	935
49 S 6/80	1025
50 S 6/80	1237
51 S 6/80	1295
36 S 21 h.p.	265
38 S 21 h.p.	425
38 L 21 h.p.	645
39 S 21 h.p.	495
40 S 21 h.p.	510
36 S 25 h.p.	245
37 S 25 h.p.	400
38 S 25 h.p.	475
38 L 25 h.p.	595
39 S 25 h.p.	650

The Wonderful New

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1 CHROMIUM PLATED TOP RING doubles Cylinder life...

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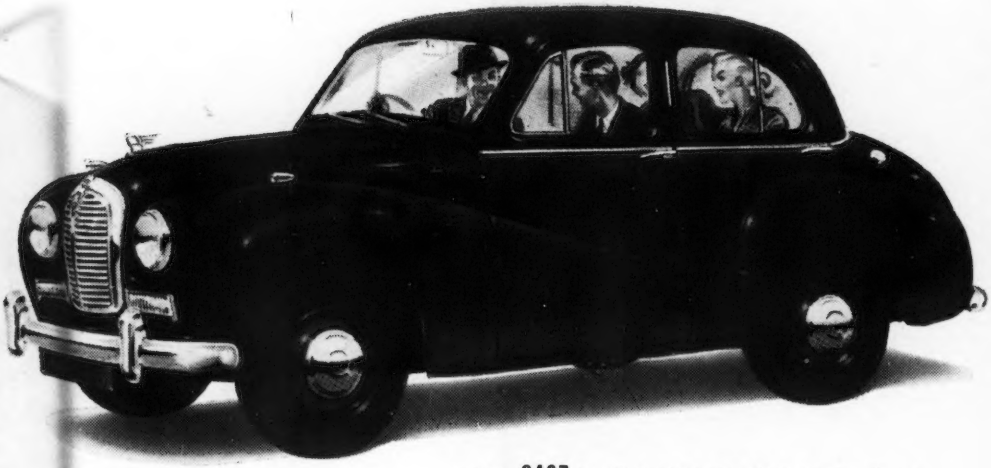

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NEW REFINEMENTS — large, deep, curved windscreen and rear window — steering-column gear control — wide rear-opening doors with push-button handles — safety door locks at rear — external side-lamps visible to driver — luxurious leather covered foam rubber seating — more room all round.

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STRICTLY ENTRE NOUS

by LFJ

Fixed-price issue

IT was under the previous Government that the abolition of resale price maintenance was first mooted. Many thought, and still do, that this was just another Socialist notion. But that is not so. It is favoured by many members of the party now in power — also by many Liberals—and the likelihood is that the fixed-price principle will come up for discussion in Parliament soon after the Budget. There is the probability that it will be outlawed, except in respect of certain classes of goods. So, if we in the motor industry think that would be a bad thing, it is high time to get weaving about it. Not by re-issuing that official statement—which no ordinary mortal would trouble to read; but rather by putting the case simply and with punch, in a way to convince the man in the street.

Message put over

PRESTIGE booklets, I believe, are good publicity. Some friends tell me this is only because I happen to be interested in motor-trade history. What is that, they ask, to the average customer? He, they maintain, is concerned with a firm's present facilities; not at all with the past. Thinking, perhaps, that I might be interested in the style of it, somebody sent me a copy of a book setting out the story of a business that produces things that are sold by grocers. I have no interest in that branch of industry; had no particular opinion of the brand in question. I would have said it was no worse than several others, or better. Accordingly, I approached the volume with no enthusiasm. Certainly, it was nicely produced, but I did not expect to read more than a few pages, and glance over the pictures. Having started, however, I felt I should like to continue, and the work has provided my odd-moment reading for just over a week. The author was clever enough to get me keenly interested in a subject that is completely off my line. He made me read on. In doing so, too, he gave me an entirely new idea of the company about which he was writing. Put it that I had hitherto imagined them to be very ordinary people, dishing out a very commonplace product. My belief now is that they must have been, all through the story, craftsmen and seekers after perfection; also, exceptionally nice folk, considerate of their workpeople as well as the customers. As a result, I have developed a predisposition for their brand. That is what quite a small book can do to a reader who begins by being completely apathetic. Over to you for the moral!

Ideas-shop

IN Glasgow they have an Engineering Centre that has been open for some time — and justified itself. Primarily, the place is a permanent exhibition, where visitors from both abroad and at home can inspect a wide range of products at any time. A special section is devoted to novelties. Besides that, a buyers' advisory service is at the disposal of inquirers, and there are facilities for demonstrations, film shows and that kind of thing; also for getting office work done. This looks like an excellent notion, and Scotland's lead could very well be followed farther south. Nor might it be a bad idea if our industry were to start a similar show of its own, which could be called the "Automotive Centre."

Integrity In The News

SIR,—With reference to your Terse Talk dated January 26th, regarding the integrity of Austin distributors.

Quite justifiably we feel that here in the south that very same fairness of distribution of new cars abounds, and we are proud to add to the name of A. R. Atkey and Co., Ltd., of Nottingham, that of the Haigs Motor Co., Ltd., of Southsea, main distributors for South East Hants, South West Sussex and the Isle of Wight, whose managing director, Mr. F. C. Stringer, could not stand higher in our esteem for the fair way in which he has dealt with us in the allocation of new cars and commercial vehicles.

So often do we hear the public express their feelings towards distributors and the "unfair way" in which they allocate new cars, that we feel that publicity of this kind could be further exploited to add encouragement to the waiting public, informing them that not all distributors are tarred with the same brush.

Orchids for Mr. Stringer, please!

Marmion Motor Garages (Southsea), Ltd.
A. H. D. MIDDLETON,
Southsea. Managing Director.

[*Our warmest congratulations to Mr. Stringer on being the second distributor to go on the roll of honour. And thanks to Mr. Middleton for responding to our request for more news of this sort. The two different aspects of the distribution picture as shown by this letter and the two following were to have been the subject of our Terse Talk this week but the sudden death of His Majesty the King has necessitated holding over the Talk until next week.* — THE SPEAKER.]

New-car Distribution

SIR,—We are reluctant to become involved in the controversy regarding the system of allocating new vehicles, but feel the question you ask in your footnote to Mr. H. R. Sanderson's letter (January 19th issue) demands a reply by those concerned.

We are still awaiting execution of our

Communications intended for the Motor Trade Parliament should be addressed to The Speaker, "The Garage and Motor Agent," 62 Doughty Street, London, W.C.1.

December, 1945, orders for one very popular model, the manufacturers of which we have represented as stocking dealers since 1924 continuously. And no approximate date of execution is obtainable from the local distributors.

At the present rate of delivery we shall complete our 1945 orders for this particular make by June, 1953, and orders dated January to December, 1946, in the year of our Lord 2000.

We understand the motor trade as such are opposed to any Government interference, but we think that most traders will agree that they are not having the square deal they enjoyed during the war years under the permit system, when the words "Racket" and "Spiv" were hardly invented.

An intelligent interpretation of the present so-called system would be appreciated by

Leigh-on-Sea. JOHN GRISLEY.

New-car Distribution

SIR,—I read with interest the letter in your January 19th issue regarding the delivery of new cars. Here is my experience.

In July, 1946, I ordered a new car of popular make for the use of my father, retired after many years of hard work. Having been on war work, and being in the employ of a Government dept. at that time, I ordered the same model on a retail basis from an agent miles outside my area, where I was then working, never realising delivery would be so delayed.

In due course I was demobbed, but let my own order stand. Delivery of this car was effected in July last. My father is still waiting for his car.

Last August 12-month (1950) I saw the manager of the local distributors and he admitted that July, 1946 orders were then being filled but that only four cars per

The MOTOR TRADE PARLIAMENT

Continued from page 1334

annum were allocated to dealers on the non-stocking basis—i.e., working on introductory commission only, and that it would hasten delivery if the order was converted to a retail one.

Not wishing to make a profit on the car, as it was for my father, I did so. But delivery is not effected yet!

Appeals to the makers result in a reply stating the question of allocation is left solely to their distributors. For obvious reasons, I sign myself

PATIENCE.

Advertising In Newspapers

SIR,—In Yorkshire, most daily newspapers, although charging ever-increasing rates, insert our advertisements in only half their issues. Thus one might buy six copies which do not carry one's advertisement, but the seventh would.

Whilst this practice does, of course, double the paper's advertising income, it seems rather unfair to the customer, and one cannot write a letter about the practice to appear in the said journals.

Is this fifty-fifty business general throughout the country, and can anyone suggest how it can be abolished?

For East Riding Motor Co., Ltd.
J. HOLTBY, F.I.M.I.

Bridlington.

[*Because of the shortage of newsprint, daily newspapers are necessarily much smaller than they were pre-war and consequently cannot devote as much space as they would to their "small advertisements." To avoid serious delay in publication, therefore, newspapers have done their best to balance supply and demand by printing each advertisement in only half of the day's issues, thus doubling the number of announcements which would otherwise be able to appear. Their charges are based on this system. And if rates continue to rise that is because newspapers, like every other commodity, have been caught in the rising spiral of costs.*—THE SPEAKER.]

Can You Beat It?

SIR,—Mr. Paul Odenthal, a senior member of the staff of Regent Motors Pty., Ltd., Rover distributors in Melbourne, Australia, who paid a short visit to the Rover works at Solihull recently, told me the following true story, which must surely warm the hearts of all animal lovers:—

"A shipment of crated Rover cars duly arrived at Melbourne and the work of opening up the cases began soon after the consignment had been off-loaded at the docks. During a preliminary inspection of the crates workmen on the job were troubled by the persistent crying of a cat in distress, although a check around the crates failed to locate the animal.

"Mr. Grenville Spencer, a director of Regent Motors, joined Mr. Odenthal in the investigation and the miaowing was finally pinned down to one particular crate. The confusing part, however, was that the noise could be heard coming from all parts of the crate and a decision was then made to open it up at once.

"You can imagine the surprise when the first opening in the case was made, to see five kittens tumble out and their mother—weak and emaciated—follow them into the sunshine and freedom. Such remarks as 'How the devil did they get in?'—'What have they been living on?' and 'It's amazing!'—were only a few, but the occasion was so unusual that it is not surprising that it created quite a stir and a lot of genuine interest at the time.

"The period during which the cat had been in the case can be fairly estimated as

Out of the Past

35 YEARS AGO. "THE G. & M.A." 10/2/17.

NOBODY is more annoying than the owner or driver who will tinker with his engine after it has been through a repairer's hands. Some people are never satisfied, and immediately a car goes home they set to work to improve the pull of the engine. Then they go round to the garage and complain that the car has not run properly since it came back. I have heard it suggested by repairers who take a pride in their craft, and all do, I hope, that they would like to see instituted a system of sealing parts after they have been repaired by means of little lead seals.

20 YEARS AGO. "THE G. & M.A." 6/2/32.

WHEN graded discounts are spoken of, graded agents are really meant. A man's salary cannot be adjusted to recompense his services until the man's worth has been judged. That should not need to be stated; but must be, because one hears talk of "graded discounts" and of "graded agents" as though the first were independent of and could be had without the second, whereas the first depends entirely on the second. The poser then has to be faced: How is the car distributing trade to be classified? That is the main thing. To debate the pros and cons of grading discounts apart from the method of doing it is useless.

The MOTOR TRADE PARLIAMENT

Continued from page 1335

three months at least, and she must have crept into the crate just prior to the completion of packing in London.

"For the animal to have survived at all is in itself a miracle, but more wonderful when one knows she gave birth to five kittens during her confinement—without food or water, in a closed and stuffy crate—her only companion being the new Rover car destined for service in Australia, a journey of 12,000 miles.

"How the cat lived was explained when the crate was broken down. All the protective grease and such-like which is normally applied to plated parts of new cars prior to shipment had been licked off by the cat. The bumpers, lamps and other chrome parts had their showroom finish and there was not a trace of grease to be found. To live, the cat had licked the grease off the car and lapped up any moisture which formed during the voyage!

"Mr. Odenthal says the cat was a 'bag-of-bones' with its fur hanging loosely in little clumps. But the kittens (about five weeks old) were in reasonably good shape and had fared better at the expense of their mother. The staff at Regent Motors adopted this little family and cared for them and they all picked up wonderfully well in a short space of time."

Can you beat it? Personally, I think the cat deserved a V.C., don't you?

H. B. LIGHT,
Guarantee Supervisor,
The Rover Co., Ltd.

Birmingham.

[*No, Sir, I can't beat that most moving story. But I agree with you that pussy deserves a medal—for her guts! Seems to me that a grease manufacturer has a wonderful sales story here.*—The Speaker.]

Stock Orders For Tyres

Sir,—I am entirely in agreement with "An Eastern County Garage" (January 26th issue) in respect of the present position regarding the supply of pneumatic car and tractor tyres to the trade.

The conditions imposed by the Tyre Manufacturers' Conference are not in keeping with the very desirable quality of freedom, and I trust that there will be a drastic reform in the distribution of tyres at a fairly early date.

The terms given to the trade are out of all proportion to the commitments which are necessary to participate in this branch of the motor business. At the present time we have hundreds of pounds' worth of tyres for which there is no demand and I have never known of a condition made by a manufacturer such as those laid down by the T.M.C.

I have written to all the individual manufacturers telling them not to send us any more tyres until they receive a definite order from my firm giving instructions regarding the quantity and the sizes. At the moment we have makes and sizes that there is no demand for.

TOM NORTON.

Llandrindod Wells.

[*As already announced, amendments to the Tyre Plan are now being discussed, but whether they will amount to a "drastic reform" is another matter.*—The Speaker.]

Stock Orders For Tyres

Sir,—The letter from "An Eastern County Garage" in your issue of January 26th is most timely, and it is noted that he asks for views of garagists.

The distributors, too, should air their views. But whether it is done through various trade associations or not, it does seem that the T.M.C. produce a policy to suit their side of the tyre industry.

The new earthmover and tractor tyre

POET'S CORNER

A single mechanic called Jacque,
Developed a wonderful knackue,
Of finding a knocque,
Or a cracque in a blocque,
But he married a lass, and alacque!

* * *

The Air Force has its back-room boys,
The Stage a horde of Stars,
But the backbone of the Motor Trade
Are the M.A.A., V.R's.
(i.e., the Vehicle Repairers.)

* * *

Oh, a life in the Motor Trade,
A mechanic's job for me!
Three bob an hour is paid,
And two weeks' fun by the sea!

F. C. GUILMANT.

Genuine

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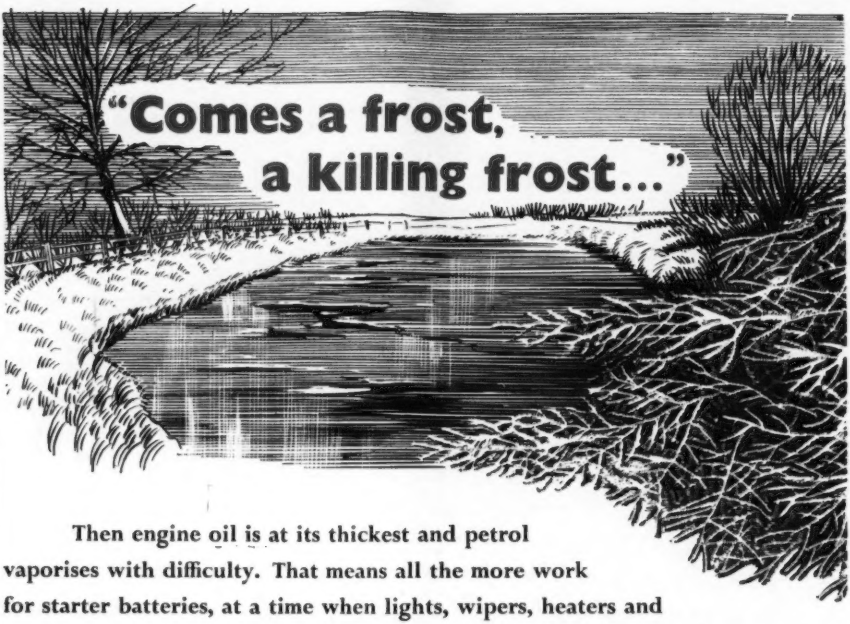
32 BRANCHES THROUGHOUT THE UNITED KINGDOM



Then engine oil is at its thickest and petrol vaporises with difficulty. That means all the more work for starter batteries, at a time when lights, wipers, heaters and demisters take more out of them than at any other season in the year. Ask your customers to let you have their batteries for an hour or so for inspection by your local Oldham Service Station. If necessary, a complete renovation can be done within a day.

Get to know your

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The MOTOR TRADE PARLIAMENT

Continued from page 1336

policy, for instance, is not a policy at all, because one had no chance of discussing it before the details were published. And again it would seem to favour the non-stocking dealer. When one considers the large amount of stock one has to carry for the small amount of extra discount allowed, one wonders if it is worth while, considering the chaotic state of this trade.

Our trade associations have already had our suggestions for 1952, and one hopes that the manufacturers will give the distributors a real break this time. After all, it is we who are the backbone of the tyre distributing business, and often work on a margin of 2½ per cent. gross.

A tyre plan is obviously necessary, but let it be fair and far more elastic than the so-called plans which have existed since the end of tyre control.

I am certain we all remember the cut-throat competition in the pre-war years, and it is most desirable that those days should not return.

TYRE DISTRIBUTOR.

[*Certainly tyre distributors should air their views on the Tyre Plan. And so should everyone who wishes to see that plan amended. Space will gladly be provided here for opinions from all sides of the trade.*—THE SPEAKER.]

The Late Gordon Stewart

SIR,—It was with the greatest regret and something of a shock when I read in your journal of the passing of Gordon Stewart.

In 1911 I had the honour to be office boy, mechanic, typist, secretary, general manager and char. for Gordon Stewart at 18, Woodstock Street, Bond Street, London, and many a time I worked until 2 a.m. Incidentally, how many people knew Ardern, I wonder?

I had the pleasure of accompanying Gordon Stewart on that memorable journey to Oxford where we met a man who introduced himself as Bill Morris. He was in his shirt sleeves, and was he enthusiastic? Both Gordon and myself had trips out on the little White and Poppe-engined Morris, the body being too narrow for two passengers, and it was well into the night that Gordon and I discussed the pros and cons of adopting the agency for Morris cars. We were then agents for the Mors car.

It may be remembered that Stewart and Ardern had special bodies built to give much more room for two, much against the wishes of Mr. Bill Morris of those days. Mr. Morris point-blank refused to alter his design one whit. These bodies were made at Cheshunt, but I forget the name of the builder. Amongst my multifarious duties I had the job of driving those chassis from Oxford to Cheshunt.

I shall never meet a whiter man than Gordon Stewart if I live to be a hundred.

E. DUNIAM JONES.

London, N.7.

[*Thank you, Mr. Jones, for this tribute to a man who undoubtedly helped to make motor industry history.*—THE SPEAKER.]

100 Per Cent. Petrol Policy

SIR,—Is it possible that the artist who is responsible for the highly amusing Esso advertisements received his inspiration from a tour of Northern Ireland?

GARAGIST.

[*Hon. Members are free to draw whatever inference they wish from Mr. "Garagist's" cryptic letter!*—THE SPEAKER.]

VISIBLE CHECK. — An "operation check" panel has been fitted to this Tecalemit lubrication battery by J. Blake and Co., Ltd., at their Claughton Road, Birkenhead, premises. It enables customers to follow the progress of the service being given. The panel is illuminated by alternating red and green lights, and the items of service are in the order which is most convenient for the mechanic-operator. As each item is completed, the fact is indicated by the light.

COMMERCIAL VEHICLE & TRACTOR BUSINESS

By "Transit"

The problem

THE need is for increased production. That was urged by the previous Government, and has been stressed further by the present one. All realise that the necessity has become dire. Britain must have more goods to sell abroad if she is to pay her way, and grow more food at home. Those are the fundamental requirements.

On the other hand, the motor industry is now faced with the request, which is tantamount to a directive, to release only 60,000 commercial vehicles to the home market this year. That amounts to a cut of not far short of one half of the 1951 figure, which itself was deemed inadequate. The soundness of that decision, from the monetary point of view, need not be called into question. It accords with the urgently necessary problem of checking inflation.

Yet, when the sum is surveyed, it is difficult, indeed, to see how it can be made to add up. Transport is a factor in production. If outputs are to be increased, so must transport facilities. Conversely, if the latter are restricted, it is hard to see how industry and agriculture can produce more.

An expanding economy is the only long-term answer to Britain's dilemma, and any measures that run counter to it can only be regarded in the light of a surgical operation to be carried through as quickly as possible.

Keeping going

The cut in new vehicle supplies has another aspect. It is not calculated to promote greater safety on the roads. Inevitably, it will mean that lorries will have to be kept in service longer than is strictly advisable. That has, indeed, been the position for some considerable time, and it is bound to deteriorate in the early future. While, in fact, comparatively few accidents are caused by mechanical failures, the risk is certainly not one that should be allowed to increase.

In that matter, the service side of the motor industry must necessarily play the leading part, as it must also do in keeping the country's road transport in operation at the highest pitch of efficiency. To-day's situation adds to the responsibility, and opportunity, of garagists. That, as always, they will rise to the occasion, is not to be doubted.

How that can be done most effectively is, in the end, a matter for every individual to decide. Collective action by the trade could, however, yield valuable results. In recent years, vehicle owners have become far more conscious of the importance of maintenance, and correspondingly appreciative of the facilities offered by our industry.

But very many are still in need of further education, and that is where the trade's organisations could usefully employ propaganda. It will be remembered that an initial move was made in this direction some little time ago by the S.M.M.T. Now is the time when it should be followed up with full vigour, and the drive should be maintained.

In the United States, during the war, a campaign was run in the interests of "vehicle conservation," as it was termed. Handled in the typically American manner, with plenty of showmanship, it was said to have produced excellent results. Details of the scheme could no doubt be obtained, and might yield ideas that we could now put to good use.

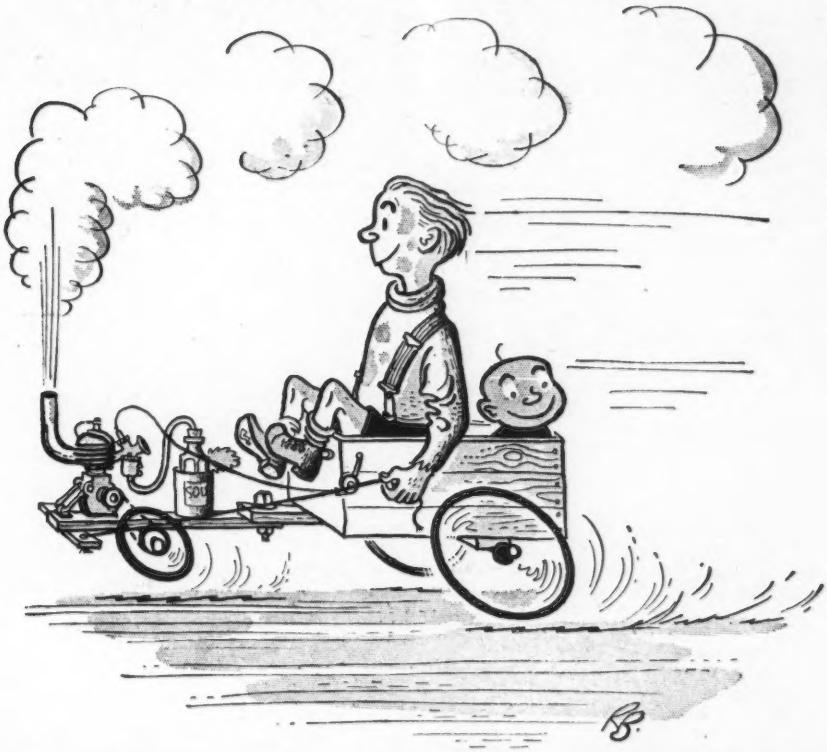
Receiving attention

That the Transport Ministry is now concerning itself with the state of unclassified roads may not generally be known. An inquiry is being carried out in order to assess the effect of their present condition upon agricultural production, and estimate the probable cost of improvements needed.

This welcome action follows consultation between the Ministry and the Farmers' Union, and investigations are proceeding in selected areas. The union is disturbed at the deterioration of minor roads giving access to farms, and has pointed out that plans for increasing food production will be gravely hindered if it is allowed to continue unchecked.

That Britain's highway system must be treated as a whole has for long been my contention. The tendency to think only in terms of main roads is a natural one, but it must never be forgotten that the lesser routes, including the lanes, are essential channels to trade and even more to agriculture. That the fact is recognised by the M.o.T. is a matter for satisfaction.

MOTOR HOW YOU WILL . . .



Mr. Mercury will give you more miles per gallon!

What with flying saucers and underwater transport columns—today anything goes. It's equally true that anything goes better with National Benzole Mixture. The man at the pump and the man at the wheel know that 'National' is the most spirited motor spirit, with lots and lots of 'that'. There was a tremendous demand pre-war for 'National'. The moment we get the long-awaited word for a return to branded spirit—that demand will raise the roof again. Are you already in touch with your local 'National' depot ? It's wise to be at the 'alert'.

NATIONAL BENZOLE MIXTURE

National Benzole Company Limited, Wellington House, Buckingham Gate, London, S.W.1. (The distributing organisation owned and entirely controlled by the producers of British Benzole)

The Motor Industry's News

DAMAGES AWARD FOR ALLEGED CONVERSION

FINANCE COMPANY'S CLAIM TO CARS SUCCEEDS

BUSINESS CHANGED HANDS

DAMAGES of £635 and costs were awarded in the King's Bench Division on Tuesday to S. and A. Services, Ltd., a hire-purchase finance company of Leadenhall Street, London, E.C., who brought an action against Robert Lindsay James of College Street, Ammanford, Carmarthen, and Unique Hire Services, Ltd., of Hawthorne Avenue, Uplands, Swansea.

The damages were claimed for the conversion and retention by the defendants of five Austin and Daimler cars bought under a hire-purchase agreement with the plaintiffs by a Mr. Church and subsequently acquired by the defendants on purchasing Mr. Church's car-hire business.

Denying the alleged conversion, the defendants contended that **they bought the cars in good faith and that plaintiffs knew of Mr. Church's intention to sell his business but did nothing to prevent it.**

JUDGMENT

Giving judgment, Mr. Justice Ormerod said that Mr. Church bought the cars at auction for £4,100 in February, 1949, and the hire-purchase instalments were paid until the following September, when it was found that Mr. James had bought the business in the previous June and that Unique Hire Services, a family company, had taken over the assets in August.

It appeared that in the previous May, the defendants' solicitors had informed the plaintiffs of the possibility that Mr. Church might sell the cars with his business.

At the defendants' request, a figure was given which the plaintiffs would require to close the transaction, **but the fact of an agreement to buy the business made between Mr. James and Mr. Church, who were friends, was not disclosed.**

Eventually, three of the cars were returned to the plaintiffs, two were bought by the defendants for £450, and in the following January or February the remaining three were sold, the price for all five cars being £1,431.

His Lordship said that the damages had to be assessed upon the difference in value of the cars between June and November, 1949, and he fixed the sum at £635.

A counterclaim by Mr. James for the return of the cars or their value was dismissed, with costs.

MOTOR CYCLE HIRE-P.

DEPUTATION TO BOARD OF TRADE

Considerable dissatisfaction has been aroused among motor cycle dealers by the classifying of motor cycles as bicycles for the purposes of the new hire-purchase regulations recently announced by the Chancellor of the Exchequer.

This means that a would-be purchaser by this method has to pay a 25 per cent. deposit and complete his payments within 12 months, instead of paying a 33 1/3 deposit and having 18 months in which to complete his payments.

A deputation consisting of the Vice-Chairman and Secretary of the Hire Purchase Trade Association recently saw the appropriate official at the Board of Trade and put before him the case for transferring motor cycles to the second category. The deputation had the support of the Motor Agents' Association and other interested bodies.

Arthur Hirst, F.I.M.I. (Hirst's Motors, Ltd., London, N.W.1), is, we learn, making a very satisfactory recovery after undergoing an operation. He expects, in all, to be "out of circulation" for about six weeks, but is already feeling on top of the world, although in fact confined to Private Ward 3 of the Manor House Hospital, North End Way, Hampstead, N.W.11.

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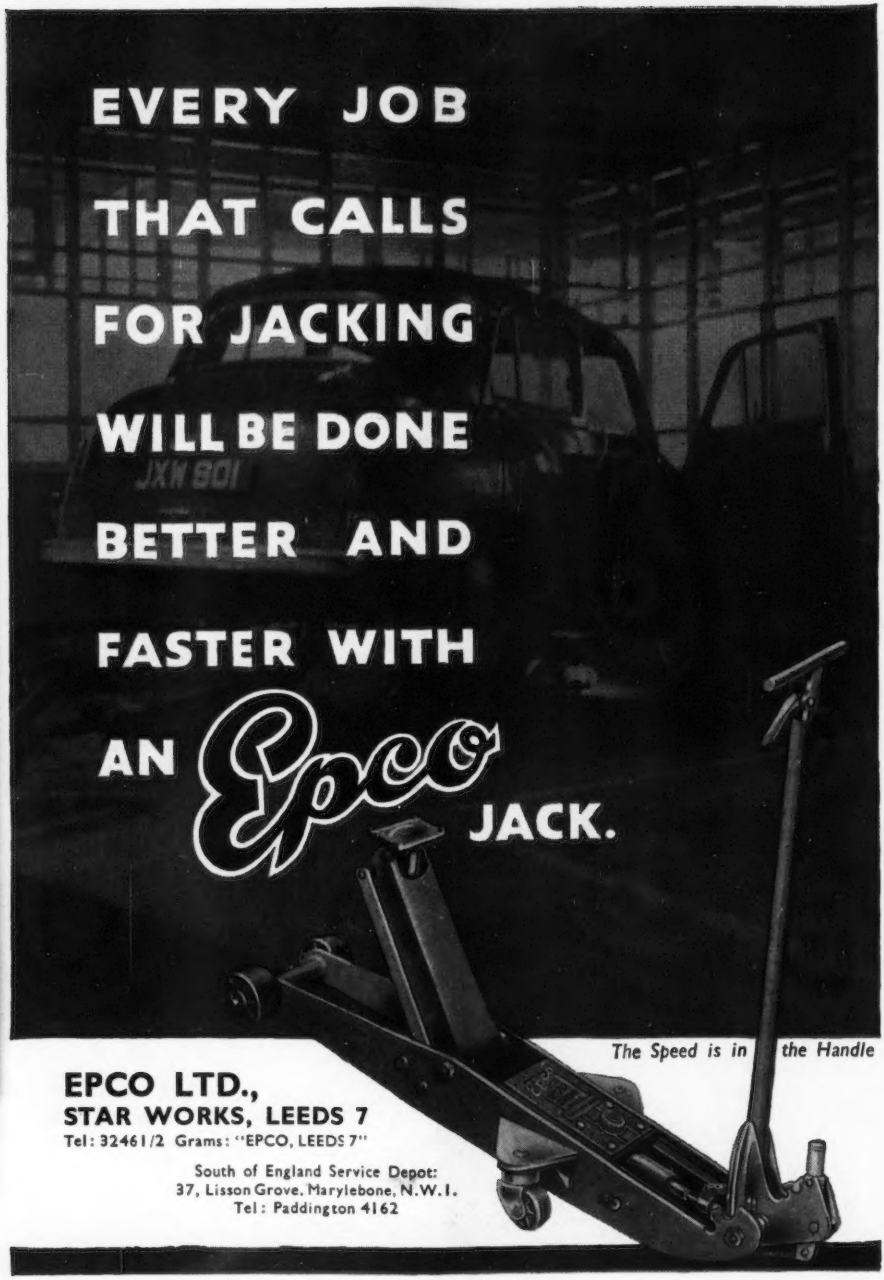
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MOTOR INDUSTRY'S NEWS

NO BRANDED SPIRIT YET

DATE UNKNOWN — SHELL CHIEF

Speaking at a Road Haulage Association luncheon in London on Tuesday, Director and General Manager **C. T. Brunner**, of Shell-Mex and B.P., Ltd., **said that unfortunately no one knew at the moment when first-grade petrol was likely to return.**

He said he would like, however, to give an assurance to the Road Haulage Association that as far as Shell-Mex and B.P. were concerned, the supply of premier grade petrol for the motorist would not reduce the supply of commercial grades for the transport industry.

HULL FIRM'S PARTY NIGHT

There were some 470 at the annual supper-dance of the Paragon (Hull) Motor Co., Ltd., Hull, on Friday last week, including 280 members of the staff with their families and friends.

Among the guests were Sales Director **Donald Harrison** and General Sales Manager **A. F. Organ**, of the Nuffield Organisation; General Manager **W. E. A. Cullum**, Morris Motors, Ltd.; **G. W. Lush**, Assistant to the Technical Director, Nuffield Organisation; and the Lord Mayor Elect of Hull.

At a reception beforehand, Chairman **R. N. Pilling**, of Paragon (Hull), Motor Co., and Mrs. Pilling welcomed the guests. Managing Director **H. D. Wells** and Mrs. Wells, and Director **G. H. Bland** and Mrs. Bland were also present.

Members of the firm from the branches at Scunthorpe, Goole, Leeds, Bridlington, and Wetherby, came to Hull for the occasion.

GRAND TOTAL.—A total of 226 years' Wakefield service is represented by this group of Castrol regional sales managers at a conference in London. Front row, l. to r.: C. Wright, L. H. Summerfield, T. M. Stephens, F. C. Fowkes, A. L. Grassie; back row, l. to r.: C. Haslam, J. H. Graves, W. H. Hughes, E. D. Browne.

PETROL PRICE INCREASES

M.P. PROBES FOR REASONS

In reply to a question in the House of Commons, Mr. Geoffrey Lloyd, the Fuel Minister, stated that the recent increases in the price of petrol were due to the increased costs of distribution in this country.

Mr. Beswick (Uxbridge), who had asked the question, then pointed out that the last increase, although small, had been the second in three or four months. He wanted to know, therefore, why the Minister permitted, in the increased production costs, **the wasteful method of four or five oil companies distributing the same type of petrol in one area.**

This had not been admitted as a factor in the cost, replied the Minister, nor had the increased cost of the companies going back to the old methods of distribution caused them to apply for the increase.

The increase was due to the higher wages and the increases in road transport costs caused by the increased petrol tax in the last Budget.

When asked for an assurance that the increased costs of distributing one type of petrol under four or five different brands would not be allowed as a reason for further price increases, Mr. Lloyd said that so far it had not been allowed, but he was considering the matter.

Finally, the Minister assured the House that the increased distribution costs did not take at present into account moneys paid by the companies to garage proprietors to get exclusive dealing in petrol.

MOTOR INDUSTRY'S NEWS

COVENTRY DISMISSALS

DEARTH OF SPECIAL SHEET STEEL

Recent dismissal notices issued to over 1,000 men engaged in the motor industry in Coventry were the subject of a private notice question put to the Minister of Supply in the House of Commons by Mr. Maurice Edelman (Coventry, North). **He wanted to know what urgent action was being taken to ensure a continued supply of steel to keep these men employed.**

In his reply, Mr. Sandys, Minister of Supply, said he was aware of these releases of labour—primarily from the Humber works. There had been a certain amount of unemployment in some sections of the motor industry for several months, due to the nation-wide shortage of steel.

These difficulties had been brought to a head by delay in the completion of the new cold rolling steel mills at Margam, on which the firm (Humber) had been relying for deliveries of wide sheet for motor bodies.

Additional supplies of this type of steel could not for the time being be provided even if an increased allocation of steel were made.

He had been informed by the Minister of Labour that there were reasonable prospects of finding alternative employment for skilled and unskilled workers who became redundant in Coventry.

Mr. Edelman pointed out that these dismissals would mean a reduction of 25 per cent. in production in the motor industry. This would put the export programme in jeopardy, and meant the prolonged unemployment of skilled workers. He asked the Minister to take emergency measures to obtain supplies from public and private stocks.

Mr. Sandys replied he had stated that the type of steel which was holding up production was not available, and no amount of authorisation would provide the wide sheet steel the Humber works needed.

The death occurred on January 28th, in his 80th year, of **Fred Kay**, father of Managing Director **Cecil Kay**, of Cecil Kay, Ltd., automobile distributors, Essex Street, Birmingham, 6. The late Mr. Kay joined the Rover Company in 1896, and remained with them until 1929. He then became a Director of Brake Linings, Ltd., and remained with that company until he retired seven years ago.

VEHICLE EXPORT RECORD

HELPED TO FEED THE NATION

In 1951 the exports of the motor industry brought in overseas exchange to the value of £317 millions. This sum was equal to the cost to this country of the million tons of meat, 300,000 tons of butter, and 1,400 million eggs imported for our daily rations for the year, state the Society of Motor Manufacturers and Traders.

Cars and commercial vehicles sent to all parts of the world were worth more than £188,000,000, consisting of 368,737 cars (77 per cent. of the total output for the year) and 137,144 commercial vehicles (53 per cent. of output).

For both classes of vehicle the values recorded were greater than those for any previous year's shipments.

Consignments of agricultural tractors for 1951 created a new high peak both in volume and value with 112,577 units at £41 millions, compared with 83,939 at less than £30 millions in 1950.

Shipments of parts and accessories for both production and service requirements overseas showed considerable increase in value over the previous year, having risen from £53 millions to £78 millions in 1951.

The currency earning power of the motor industry is a tremendous force in the battle of the balance of payments, the society add. "The Chancellor of the Exchequer has announced his determination that we shall pay our way in the second half of this year; the motor industry is behind him and, with all available materials and resources, will continue to throw its every effort into the task."

DUNLOP AT THE FESTIVAL

A photographic record of the contributions they made to the Festival of Britain has been produced by Dunlop and associated companies in a commemorative volume just issued.

At the South Bank site alone there were more than 30 separate Dunlop contracts and exhibits, and the scope and extent of these is shown in the cloth-bound volume.

Dunlop tyres themselves appeared on vehicles of all descriptions in the Transport and Communications Pavilion—notably on John Cobb's Napier Railton car, holder of the world's land speed record, and on the 1904 Lanchester car.

MOTOR INDUSTRY'S NEWS

CHURCHILL PARTY.—This picture shows employees and members of the staff of V. L. Churchill and Co., Ltd., photographed at the firm's annual social and dance.

GARAGIST'S CIVIC WELCOME
AFTER MONTE CARLO WIN

On his return from the Continent last Saturday after winning the Monte Carlo Rally in a car of his own manufacture, Managing Director **Sydney Allard**, of the Allard Motor Co., Ltd., and Adlards Motors, Ltd., received a civic welcome at his showrooms from the Deputy Mayor of Wandsworth.

So big a crowd collected outside the showroom and round the victorious Allard saloon parked outside, that mounted police had to be called upon to assist in controlling them.

GLASGOW I.M.I. MEETING

Over 70 members and guests of the Glasgow and West of Scotland Region of the Institute of the Motor Industry attended the recent lecture-meeting in Glasgow, when the chair was taken by **G. M. Goudie**, in the absence of the Regional Chairman, **R. L. Tumelty.**

The speaker was **R. S. Menzies, M.A.E.T., A.M.I.M.I.**, and his address on "Auto Electrical Fault Location" was followed by a large number of questions.

President **Stanley S. Dawes**, of the Institute, also attended the meeting and gave a short address on the subject of the I.M.I. Summer School.

Major A. C. Bircher, who recently joined the Measham Motor Sales Organisation and spent a brief period at their London branch, has now taken up administrative duties at Measham.

SUFFOLK I.M.I. AT IPSWICH
160 ATTEND DINNER-DANCE

There was a gathering of some 160 members and guests at the annual dinner-dance, held at Ipswich, of the Suffolk Region of the Institute of the Motor Industry, Inc.

The Regional Chairman, **S. J. Digby**, presided, and among the guests were the Mayor, Ald. A. J. Colthorp, and the Chief Constable, Mr. J. Crawford, of Ipswich.

In proposing the toast to "The Institute," Mr. Crawford paid tribute to its aims and objects. In encouraging the standards of knowledge and qualifications within the industry, he said, **it was making a solid contribution to road safety by the higher standards of construction and maintenance of road vehicles that must ensue.**

The toast to "The Visitors," proposed by **C. Bristo**, was replied to by the Mayor of Ipswich and **Mackenzie Junner**, Editor of the "Commercial Motor."

PERKINS SERVICE WEEK

University Motors, Ltd., are holding a Perkins service week from February 26th to 29th inclusive, at their Commercial Vehicle Division, 69, Lots Road, London.

Many prominent members of the transport industry have been invited to attend the opening ceremony, and co-operation from the manufacturers whom the company represent in the London area is also expected.

In addition, there will be displays of the products of Dodge Brothers (Britain), Ltd., Teleholst, Ltd., of Cheltenham and Prices Lubricants, Ltd.

MOTOR INDUSTRY'S NEWS

CONCERN AT C.V. CUTS

"ILLOGICAL DECISION" SAY B.R.F.

Commenting upon the vehicle cuts announced by the Chancellor, the British Road Federation say: "The reduced allocation of commercial vehicles for the home market is a further blow to industrial efficiency. As Mr. Butler himself pointed out, our overseas earning power is dependent on the continued development and modernisation of industry.

"In spite of the fact that road transport is an integral part of industry, it has already suffered repeated cuts since the war.

"It is illogical to reduce the number of vehicles urgently required as replacements, to say nothing of additional vehicles needed to meet increased demands, and at the same time to expect that the nation's productivity will not be adversely affected."

LIGHT ON ENAMEL

If you do not already know all there is to know about porcelain enamelling, you will find plenty of interest in a booklet issued by Benjamin Electric, Ltd., Brantwood Road, Tottenham, London, N.17.

The booklet (it has no title) takes the reader back about 4,000 years and gives a potted, but most interesting, account of the origins and development of porcelain enamelling, finishing up, of course, with the process of vitreous enamelling used by Benjamin on their lighting equipment. Copies are available to readers of "The G. and M.A."

ACCENT ON YOUTH TRAINING

AT PORTSMOUTH M.A.A. DINNER

Speakers he had heard that evening had all struck a sombre note, said the Chief Constable of Portsmouth, when replying to the toast to the guests at the annual dinner-dance of the Portsmouth Section of the Motor Agents' Association.

They had mentioned the shortage of new cars for the home market, a dearth of trained mechanics, uncertainty about branded petrol, and unpleasant smells from the new Fawley oil refinery.

He was surprised they had not dwelt more upon the success of their training scheme for apprentices in the motor trade. **In this connection the M.A.A. were doing a fine thing.**

Before the war, he pointed out, it was necessary for a parent requiring his son to be apprenticed to the motor trade, to pay anything up to £100 indenture fee. **Now a young man between 16 and 21 could do his apprenticeship over these five years, and at the same time earn something in the order of £1,000.**

In proposing the toast to the "M.A.A.," the Town Clerk of Portsmouth also congratulated them upon their apprenticeship scheme. He understood that Hampshire led the country by having over 130 apprentices awarded the National Craftsman's certificate, and a total of no fewer than 1,000 apprenticeship registrations.

Chairman **J. Barber-Glenn**, of the Portsmouth Section, welcomed the guests, among whom were Chairman **Leonard Bowles**, of the Hants and South Wilts Division, the Lord Mayor and Lady Mayoress of Portsmouth, and Principal L. B. Benny, of Portsmouth Municipal College.

PORTSMOUTH TRIO.—At the Portsmouth M.A.A. Section dinner. Left to right, Hants and South Wilts Divisional Chairman Leonard Bowles, the Lord Mayor of Portsmouth, and Section Chairman J. Barber-Glenn. (Report above.)

NOW! WITH THE NEW Free QUICK SELLER

AC PLUGS WILL SELL THEMSELVES!

Combines display and supply
This new sales cabinet reminds your customer he needs a new plug—and supplies one *on the spot*, before he can forget.

Sells plugs automatically
Plugs recommendation charts are available at a touch. Which saves both you and your customer a lot of trouble!

Increases your plug sales
Instead of "meaning" to replace that worn plug, customers will really do it!

Costs you nothing
Order 150 AC Plugs from your approved wholesaler and the Quick Seller is delivered free (not more than one to each garage or branch, for supplies are limited).

AC Spark Plugs

AC-SPHINX SPARK PLUG CO., DIVISION OF GENERAL MOTORS LIMITED, DUNSTABLE, ENGLAND

MOTOR INDUSTRY'S NEWS

PERSONAL ITEMS

E. G. D. Putnam, M.I.M.I., M.I.E.I., previously Service Director of Regent Motors (G. Readings, Ltd.), has been appointed Deputy Managing Director of the Wicliffe Motor Co., Ltd., with effect from January 1st. The Wicliffe Organisation are Morris distributors, with head offices at Russell Street, Stroud, and branches at Cheltenham, Cainscross, Gloucester, and Newport (Mon.). Before joining Regent Motors in April, 1932, Mr. Putnam was with Anna Valley Motors, Ltd., of Andover, for ten years, and was a member of the board of each of those companies.

E. G. D. Putnam

Managing Director **F. A. Kimberley,** of the James Cycle Co., Ltd., Greet, Birmingham, has been re-elected President of the British Cycle and Motor Cycle Manufacturers' and Traders' Union. **J. Y. Sangster,** of the Triumph Engineering Co., Ltd., and **H. Evan Price,** of the Dunlop Rubber Co., Ltd., were re-elected Vice-Presidents.

On relinquishing his directorship of the Vigzol Oil Co., Ltd., **Walter L. Hill** was the guest of honour at a recent dinner in London, when he was presented with various gifts from the directors and staff of the company.

Chairman and Managing Director **F. H. Olorenshaw, F.I.M.I.,** of the Norwich Motor Co., Ltd., is now rapidly recovering from his recent operation, and is already back in his office for two or three hours a day.

The nomination of **Sir Bernard Docker, K.B.E.,** for the presidency of the Motor and Cycle Trades Benevolent Fund is to go forward at the annual general meeting of the Fund, to be held on March 17th. Sir Bernard is Chairman of the B.S.A. Group, which includes the Daimler and Lanchester companies.

John Paterson, M.A., LL.B., C.A., has been appointed Manager of Rootes Acceptances, Ltd., in place of R. W. Dennis, who has resigned.

RISE OF EIRE MOTOR TRADE

CONTRAST BETWEEN 1932 AND TO-DAY

From our Dublin correspondent

Contrasts between the state of the motor trade in Eire in 1932 and at the present time were made by Mr. MacEntee, Minister of Finance, when he spoke at the annual dinner of the Society of Irish Motor Traders in Dublin last week.

In 1932, he said, when the Republic had virtually no motor assembling plant, the trade was merely engaged on some chassis assembling, body building and motor repairs. At that time, 1,058 people were employed in the industry, and the wages paid to them came to £261,000 in a year.

To-day, they had motor assembling plants in the country which in 1950 turned out 22,829 vehicles, with a nett selling value of £8,340,000. **The number of persons employed in assembling vehicles was round about 6,000, who earned in the year £1,700,000.**

The function was presided over by President **Senator F. M. Summerfield** of the Society, and among others present were Past President **S. M. Huet,** Director **R. Gresham Cooke,** of the Society of Motor Manufacturers and Traders, and Vice-President **Ion H. Balfour,** of the Scottish Motor Trade Association.

The news of the sudden death of Mr. Balfour during his sleep in the hotel in which he was staying after attending the dinner was received with deep regret by his many friends in Dublin.

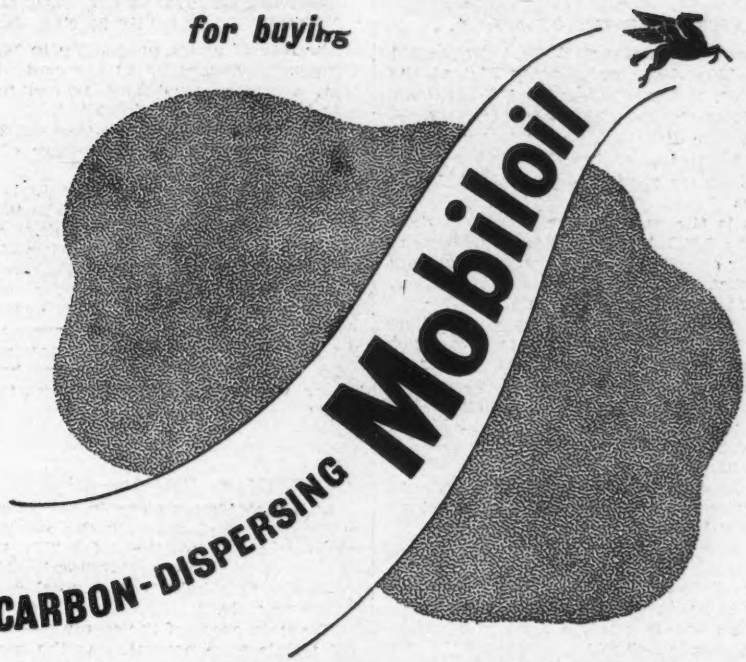
SPEEDING GEARBOX OUTPUT

Christened by its operators "The Brain," a new £60,000 machine has replaced 18 others in speeding up production of gearboxes at Morris Motors engines branch at Coventry, state the Nuffield Organisation.

It is claimed that it can carry out 28 simultaneous operations with a three-man team in charge and in only 93 seconds a complete gearbox casing receives all its milling, tapping, reaming and counterboring processes.

The equipment is chiefly used at present for machining gearboxes for Morris Oxfords, but it is said it can be adapted to deal with other types of gearbox produced at this branch.

Motorists have good reasons * for buying



—and that's your best reason for selling it

Mobilgrease No. 2
again available in 1 lb. collapsible tubes. For the easy filling of hand grease guns.

* The carbon-dispersing and corrosion-preventing agents in Mobiloil clean away harmful, power-stealing deposits from moving parts of engines—actually hold them harmlessly suspended in the oil, to be carried away when the oil is changed.

NEW Mobiloil

The most modern DETERGENT motor oil

Mobiloil VACUUM

VACUUM OIL COMPANY LIMITED, LONDON, S.W.1

MOTOR INDUSTRY'S NEWS

ION H. BALFOUR DEAD

VICE-PRESIDENT OF S.M.T.A.

It is with deep regret that we record the sudden death on January 31st at the age of 51, of Vice-President Ion H. Balfour, F.I.M.I., of the Scottish Motor Trade Association. He died in his sleep in Dublin, to where he had gone by air to attend the annual dinner of the Society of Irish Motor Traders.

This is the second time within 14 days that the S.M.T.A. have suffered the loss of a senior office-bearer, for it was on January 17th that their President, R. R. Stalker, died after being ill for some time.

Mr. Balfour had been acting as President since Mr. Stalker's illness last November and, in fact, was attending the dinner in Dublin in place of the late President.

In addition to his Vice-Presidency, Mr. Balfour was Chairman of the S.M.T.A. Edinburgh and District Centre. He was the association's deputy representative on the Joint Committee of Vehicle Manufacturers and Retailers, and was on the Council of the British Motor Trade Association.

In business, he was Joint Managing Director of Westfield Autocar Co., Ltd., of Gorgie, Edinburgh. During the war, he served in North Africa, Egypt and Palestine, where he was responsible for the organisation of several R.E.M.E. workshops. He was invalided out in 1944 with the rank of Lt.-Colonel.

Mr. Balfour is survived by his widow, two sons and a daughter, his eldest son being at present in Australia, where his father was born, studying sheep farming.

GERMAN OUTPUT RISES

MOTOR VEHICLES UP 23 PER CENT.

The rate of motor production in Western Germany increased by 23 per cent. during 1951, according to output figures for the year just compiled in Frankfurt.

German manufacturers turned out 267,365 cars during the year, an increase of more than 50,000 over 1950.

Production of commercial vehicles and buses showed a parallel gain. The industry manufactured 374,175 heavy vehicles during the year, as against 306,059 during 1950.

Western Germany's per capita ownership of cars during 1950 was one for every 79 people, the figures show. This puts Western Germany eighth in this respect in a list of 14 Western European countries.

In 1938, the whole of Germany had one motor vehicle for every 56 inhabitants.—B.U.P.

TRURO FIRM'S SOCIAL

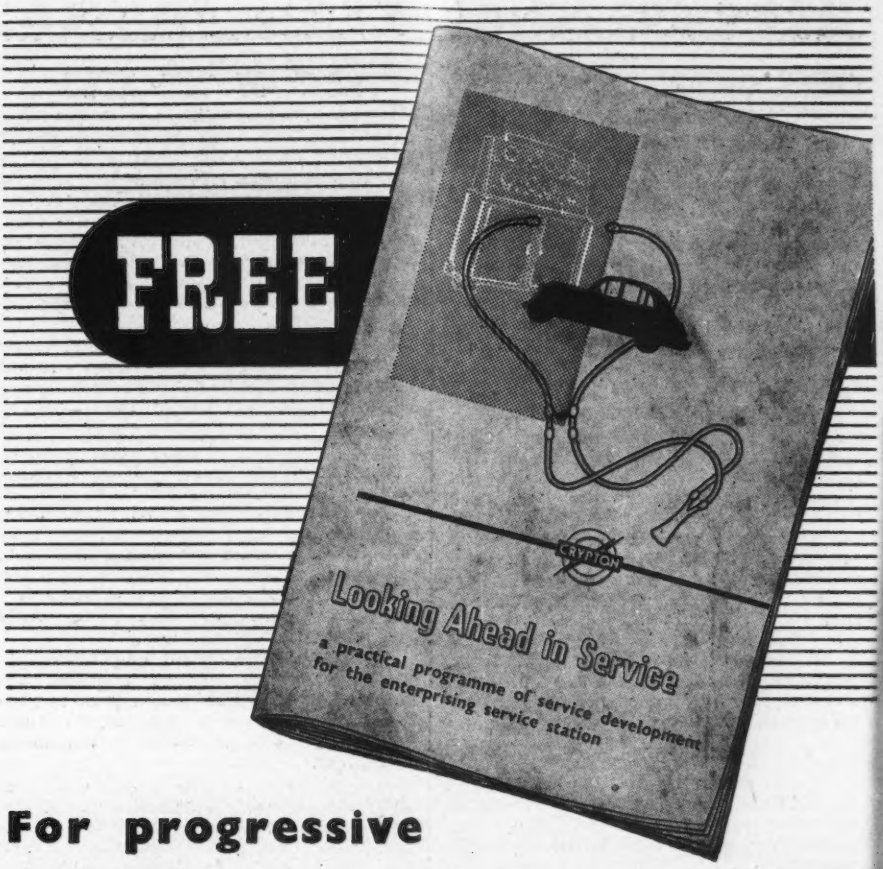
With a children's party in the afternoon, and dancing and games in the evening, the directors and employees of H.T.P. Motors, Ltd., spent a strenuous, but enjoyable day when the firm held their annual social in Truro recently.

The main event of the evening, when over 100 people were present, was the presentation of long service awards by Chairman Clarence Mumford to two employees.

They were A. Lean, who, in addition to a silver badge showing his 25 years' service, was also presented with a gold wristlet watch, and R. Trebilcock, who received a silver badge showing his 20 years with the firm.

All the children of the employees were invited to the children's party and over 30 attended.

H.T.P. LONG SERVICE. — Chairman Clarence Mumford (second from right), of H.T.P. Motors, Ltd., Truro, presenting long-service awards to A. Lean (25 years), and R. Trebilcock (20 years).



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MOTOR INDUSTRY'S NEWS

CHECK ON BRISTOL GARAGES

OUTCOME OF RECENT EXPLOSION

Following the recent inquiry into the explosion at M. and M. Motor Mart, Ashley Road, Bristol, a check is being made by the Bristol police of the 906 garages in the Bristol area.

The police have been instructed to find any fires, stoves or other heating appliances placed near petrol tanks, and which might lead to a similar explosion.

BENEVOLENT FUND EVENTS

N.E. CENTRE ANNUAL MEETING

A highly successful year was reported by hon. Secretary N. W. Maughan at the annual meeting in Newcastle-on-Tyne of the North-Eastern Centre of the Benevolent Fund, when a record cheque of £650 for the centre was handed to the General Secretary, C. W. Cudlipp. It was also announced that relief granted in the area during 1951 reached the record figure of £773.

H. Barnett was re-elected Chairman, N. Rankin Vice-Chairman, and N. W. Maughan as hon. Secretary for the 26th year. H. Neilson resigned the office of hon. Treasurer after holding it for 16 years.

DANCE IN GLASGOW

Glasgow Centre of the Benevolent Fund are holding an informal dance in aid of the Fund from 7.30 p.m. to 11.30 p.m., on March 27th, at the New Astoria Ballroom, Glasgow.

Tickets, 6s. each, can be obtained from hon. Secretary T. Wood, Glasgow Centre, c/o Jas. Robertson, 95, West Nile Street, Glasgow.

LONG SERVICE AWARDS

Awards to mark 15 years' service were presented to J. Clarkson, H. Robinson and A. W. Kille by F. N. S. Evans, Midland branch Manager, at the annual staff dance of the Nottingham Division, Midland branch of the Regent Oil Co., Ltd., held in Nottingham on January 26th.

Mr. Evans said that the progress of the Nottingham Division during 1951 had been remarkable, and he complimented the staff on their efforts.

REST OF THE NEWS

:: :: **Lighting-up Times (Greenwich): Saturday, February 9th, 5.32 p.m. Saturday, February 16th, 5.45 p.m.**

:: :: **Notification of Vacancies.**—The Minister of Labour has now made the Notification of Vacancies Order, 1952 (S.I. 1952, No. 136, price 3d.), under which employers must engage workers through an employment exchange or registered agency. The Order comes into operation on February 25th.

:: :: **Record Cycle Exports.**—Motor cycles and bicycles set up another export record last year with a total for the two industries of £42,638,173, as against £32,165,788 in 1950.

:: :: **Owen Organisation Convention.**—Conveyancer Fork Trucks, Ltd., of Warrington, and Rubery, Owen and Co., Ltd., of Wrexham, are staging an Owen Organisation Materials Handling Convention on June 27th, at the latter company's Whitegate factory, Wrexham. At the same time, the group are holding an exhibition which will show the products of about 40 companies comprising the Owen Organisation.

:: :: **Chain Attachment on Trailers.**—In reply to a Parliamentary question, the Minister of Transport refused to amend the regulations to make it obligatory to attach trailers by means of chains as well as by a drawbar.

:: :: **A Token of Thanks.**—The sum of £500 was donated by the Regent Oil Co., Ltd., to the Fire Services National Benevolent Fund Charity Trustees Account, and not £50 as stated in a recent issue. The donation was a token of thanks for the manner firemen handled the big fire at Avonmouth last year.

:: :: **Zebra Crossings.**—The Minister of Transport in a written Parliamentary reply, stated that he proposed, as soon as possible, to make certain amendments to the regulations affecting zebra crossings to meet technical difficulties. This would include the provision of greater tolerance in the markings.

:: :: **Summer Time.**—The Home Secretary stated in Parliament that for this year Summer Time will be from April 20th to October 26th. The extension of the normal period by three weeks at the end of the period, it was considered, would result in a greater saving of fuel.

CASH IN ON THE BIGGEST-EVER CAMPAIGN FOR

MARFAK *chassis* Lubritection

REGD. TRADE MARK

National Advertising

This powerful, hard-hitting advertisement is now appearing in newspapers and magazines all over the country.

Dealer Aids

Service Record Cards, Customer log books, Job Cards, Lubritection "Chek-Charts", Follow-up Postcards, Direct Mail Material, Forecourt Signs, Station Posters and Streamers and many other sales-aids are available to Marfak Agents.

MARFAK MEANS BIGGER BUSINESS FOR YOU

MARFAK will bring you bigger business if you cash in on this huge campaign and identify yourself with the New Marfak Lubritection Service.

Marfak guarantees you more satisfied customers — and therefore more permanent customers. And more customers mean greater potential sales of petrol, oil, tyres, batteries and accessories.

Marfak is not like a conventional grease; it is a scientifically compounded lubricant that stays put under the most rigorous conditions. It makes a difference that your customers can *feel*. And the Marfak Lubritection Chek-Chart enables every Marfak Agent to live up by the Lubritection claim — *Lubritection by Chart, not by Chance.*

Only Marfak gives lubritection

Only REGENT can give you MARFAK

TORTUOUS TALKS on TRADE TOPICS

by "Jhansi"

Illustrated by "Betts."

"Big Thinking" has to be paid for

Spending-spree mentality

SORRY to come back to an old subject, but a terrific and back-biting discussion arose the other evening, round what had been a peaceful fireside. It went on for hours, never dragging or lacking punch. The last ones to retire to bed did so at 1.45 a.m., otherwise we'd still be at it.

It's a subject many of you don't want to hear about. So, I'll grasp the nettle once again, and go right ahead.

One of the party is on the *production* side of engineering and he had visited an exhibition with a friend on the "district" *sales* side of a firm in the motor industry, who were exhibitors.

. . . what had been a peaceful fireside.

Both men are well known to me, and so is their domestic background.

Now, these two arrived at the exhibition and the sales chappie dived for the firm's stand. Remember, please, that he was *not* on duty, but merely a "permitted" visitor, whose expenses would be met. The production man went off on his own.

Later on, at a late lunch, they met once more, and £7 of the salesman's funds had already gone on drinks, etc., and he was borrowing from the production man to maintain solvency!

Now this story started a whole train of very caustic comment. The motor fellow is like that, does things on the grand scale, and, as the modest-minded production man sees the affairs, "gets away with it."

It is infectious

I thereupon blamed the firm for permitting expenditure on this silly scale for no specific purpose, since most of the people entertained had no sales meaning. The trouble is that doing things on the grand scale is infectious with some people. The case cited is a good example, and it shows a very likeable man led into "big" thinking. I have listened to people, who have worked with his firm and in close contact, laugh about him in a very pointed way.

Meanwhile, the production man switched the discussion to his own firm and to their sales contact man. Since the firm is loaded with orders years ahead the salesman's duties are light, and he can pull the ropes very conveniently for himself. But, stressed the production man, this does not go unnoticed down in the works where

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Time spent in effecting repairs can be cut if you take advantage of the PHŒNIX Crankshaft Exchange Service.

Your present crankshaft can be exchanged at once —subject to it being suitable for reconditioning to makers' limits. Post your orders to reach us 1 day before collecting, or we can despatch by rail upon receipt of the old units.

DAILY DELIVERIES IN THE LONDON AREA

Write for our Revised Highly Competitive Price Lists.

WE ALSO SPECIALISE IN:

- **RECONDITIONING ANY I.C. ENGINE**
- **CON-RODS REMETALLED 24-HOUR SERVICE**
- **SURFACE GRINDING**
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they take a dim view of the big thinking and lavishness.

Partly jealousy, no doubt, as the production earnings are quite good; nevertheless, I agreed and weighed in with what I'd thought when viewing, in various forms, our sales people. I know what *my* fellow brethren on production said, and most of it was unprintable.

"Open sesame"

Here another enters the conversation. He is a sales executive in the four-figure group, with an engineering concern. He is expecting promotion and a whacking increase in salary, and the "open sesame" on his expenses scale. He was chatting away replanning his future mode of living, and the grand scale loomed right and left.

Yet, he has come up the hard way and should know better. But it is like a race, so he is busy thinking that the dignity of the position calls for a drastic change in his own life and that of his wife . . . and so we go on.

It was only a few days after this furious and unfettered discussion that I picked up the "Manchester Evening News." This reported another phase of big thinking *at somebody else's expense*. It dealt with the various visits paid by members of committees, of which costs naturally fell upon the local rates.

Four trotted off to Farnborough for three days at a cost of £53; four were at Chelsea for three days and bang went £39, and over a period of three years similar visits had cost the City £10,898. All these figures may or may not be true, but they are a straw in the wind following a "not a penny on the rates" movement.

There is too much, far too much, of this lavish and automatic big thinking by people who get their expenses paid by the consumer. It is often done with no other purpose than individual self-satisfaction.

A problem with many angles, a few of which I've experienced personally. But when the motor component fellow detailed some of his own utterly wasteful and purposeless antics at one of their get-togethers, the time came to think. Entertaining is one of those matters requiring considerable elasticity of thought. Some "big" thinkers need stronger elastic. It might pull them up a bit.

Latest Trade Literature

Copies of the following publications can be obtained from the manufacturers concerned on mentioning "The G. and M.A."

Dunlop Serves Industry.—Some of the applications of rubber goods in industry are illustrated in this booklet published by the Dunlop Rubber Co., Ltd. (General Rubber Goods Division), Cambridge Street, Manchester, 1. Such items as conveyor belts, transmission belts, rubber rollers, rubber bearings, industrial gloves and rubber flooring are shown in use.

Looking Ahead in Service.—Published by Crypton Equipment, Ltd., Bridgwater, Somerset, this booklet outlines the principles and scope of systematic engine diagnosis made possible by the installation of a Crypton analyser. It points out that engine and electrical service are claimed to represent 40 per cent. of total service work, and that correct diagnosis without scientific aids has become increasingly difficult owing to engines having become more complex and their settings more critical.

Transport Service and Engineers' Equipment.—Recent introductions to the M.E. range of equipment such as the Universal Jack Crane, independent front wheel suspension attachment and electric alkaline degreasing tank are all dealt with in this new catalogue recently issued by Mann Egerton and Co., Ltd., Norwich. The well-known items of equipment made by this firm such as their paraffin pressure cleansing tanks, cranes, gantry hoists and breakdown ambulances are also dealt with.

Firestone
TYRES
are so consistently good!

CAR TYRES · TRUCK TYRES · TRACTOR TYRES
CYCLE AND MOTOR CYCLE TYRES

Motor Trade Commercial Report

COUNTY COURT JUDGMENTS

THE returns given below have been obtained from the Registry of County Court Judgments. **The Register does not differentiate between actions for damages and those for debts, or otherwise show in any case the nature of the dispute which may have made reference to the Court for its decision desirable.** Also, it is not known whether the judgments have been satisfied at this date of publication, but in many instances the amounts may have been settled between disputants and paid. **Further, the persons sued may have been acting for the defendants in representative capacities, and the claims may not have been against them personally; alternatively, the proceedings may have been personal matters unconnected with the businesses whose addresses have been used.**

Car Parts Service (Manchester), Ltd., r.o. 28, Queen St., Deansgate, Manchester, motor accessory factors. £22 18s. Dec. 21.

Carr Green Garage, Inskip, Lancs. £46 1s. 1d. Jan. 4.

J. A. C. Childe, 9, Westminster Rd., Macclesfield, motor engr. £62 14s. 11d. Jan. 2.

B. V. W. Colley, 53, Midway Ave., Bridlington, dlr. in used motor vehicles. £34 17s. 1d. Dec. 31.

A. Greathorne, 10, Councillor Lane, Cheadle, motor dlr. £12 19s. 6d. Oct. 16.

C. Hamilton, Lynn Road Garage, Gayton, King's Lynn, motor engr. £34 5s. 5d. Jan. 2.

T. E. Hodgson, Albion Garage, Willington, garage propr. £36 16s. 5d. Dec. 28.

S. J. Hulme, 4, Brook Crescent, South Chingford, E.4, motor dlr. £101 10s. Jan. 8.

T. C. Mayes, "Bonzo," Molember Rd., E. Molesey, Surrey, and **F. W. Baggs,** 49, Moira Court, Balham, S.W.17 (formerly t.a. Soho Garage), garage proprs. £20 8s. 3d. Jan. 2.

L. D. Roberts, 21, Aberdeen Rd., Redlands, Bristol, garage propr. £27 9s. 2d. Dec. 31.

Robson Brothers, Jubilee Garage, Stagshaw, Corbridge, garage proprs. £16 16s. 7d. Jan. 2.

E. Shepherdson, Carr Rd., Ulceby, Lincs, motor engr. £25 6s. 4d. Dec. 17.

J. Simkins, 253, Clapham Rd., S.W.9, motor engr. £23 15s. 6d. Jan. 2.

J. Simmonite, 22, Paradise St., Sheffield, motor engr. £19 2s. Dec. 28.

The Mill Coachworks, B. 10 Avenue C, Aycliffe Trading Estate, Aycliffe, motor body bldrs. £16 4s. 2d. Jan. 4.

INCREASES OF CAPITAL

Gorrill's, Ltd.—Increased by £50,000, beyond the reg. cap. of £15,000.

David Robinson, Ltd.—Increased by £50,000, beyond the reg. cap. of £50,000.

Hunts Motor Co., Ltd.—Increased by £22,000, beyond the reg. cap. of £8,000.

W. H. Rooke & Co. (Nechells), Ltd.—Increased by £3,900, beyond the reg. cap. of £1,100.

Browns Garage (Loughton), Ltd. — Increased by £1,000, beyond the reg. cap. of £5,000.

BANKRUPTCIES

Harry West, carrying on business at 64, Danes Rd., Romford, Essex, caravan manfr.

Public examination of the above debtor was convened to be held at London Bankruptcy Court, Carey St., W.C., on Jan. 29, under a receiving order made against the debtor on Dec. 4.

The Official Receiver reported that the statement of affairs was only recently filed and he had not yet had time to send out his observations on the case to creditors. He added that the debtor would have to file a trading and profit and loss account covering the period from Dec., 1948, to the date of the receiving order, showing exactly how he incurred a nett loss of £16,663. In addition, he would be required to file a further account showing how he arrived at a figure of £2,500, shown in the deficiency account as "estimated theft and burglary."

Mr. Registrar Parton ordered the debtor to file the accounts mentioned within 28 days and adjourned the examination until Mar. 11.

Alfred Bruce, 122, Richmond Rd., Hackney, London, E.8, car dlr.

Public examination of the above debtor was held at London Bankruptcy Court, Carey St., W.C., on Jan. 31. According to the statement of affairs there were liabilities of £985 against assets of £690.

Replying to the Official Receiver, debtor said that in the summer of 1948 he commenced to act as an intermediary for potential purchasers and sellers of new and used cars on a commission basis. He had no business address, but negotiated his transactions in the Warren St. area of London.

The debtor added that during 1949 he met a car dlr. who had no business address, but also operated in the Warren St. area. From Feb. to April, 1951, the debtor said he paid about £1,000 in cash received from six potential purchasers, to the car dlr. as deposits on new cars. The car dlr. absconded and no cars were delivered. All the customers were repaid by the debtor with one exception, and he obtained judgment for £203 and costs. The petition for bankruptcy followed. The examination was adjourned.

George Hiram Gilbert, 47A, Woodgrange Rd., London, E.7, lately carrying on business as the Mall House Motor Co., at 117B, High St., Wanstead, London, E.11, auto. dlr.

First meeting of creditors of the above debtor was held recently at London Bankruptcy Court, Carey St., W.C., when the Official Receiver reported that no statement of affairs had yet been filed. It being a summary case, the matter was left in the hands of the Official Receiver as trustee.

NEW COMPANIES

Nortons (Newport), Ltd.—Private co., reg. Jan. 21. Cap., £100. To carry on the business of distributors of and dealers in motor cars, motor cycles, etc. Directors: Samuel G. Davies, Gilbert E. Davies, Charles D. Arthur and Henry J. Sier. Reg. office: Capel House, 54, New Broad St., E.C.2.

T. D. Macfarlane (McDermotts), Ltd.—Private co.,

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ELECTRICAL EQUIPMENT
AND CARBURETTERS
Units and Genuine Parts
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24-HOUR REPAIR SERVICE
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When you send a repair or service job to the Exide Service Agent in your area, you know how the job will be done. It will be done the right way—the factory way. Every man who handles it is factory-trained and kept right up to date in Exide factory technique. He's part of the biggest, most comprehensive Battery Service in the country. A service that, if you choose to make full use of it, can make *you* accepted by local motorists as 'By far the best man round here on battery jobs.'

Service Features

- ★ *Fast deliveries all over the area.*
- ★ *Comprehensive stocks.*
- ★ *Full repair facilities and equipment.*
- ★ *Factory-trained personnel.*
- ★ *Fixed charges for all jobs.*
- ★ *The fastest replatal service available to the trade.*
- ★ *Expert technical advice.*

One of a series of announcements detailing Exide Service features

Issued by CHLORIDE BATTERIES LIMITED

Exide Works, Clifton Junction, near Manchester

Motor Trade Commercial Report—*Continued*

reg. in Belfast, Jan. 9. Cap., £8,000. To acquire the business of garage proprs. and motor dlrs. carried on by M. & J. McDermott at Dungiven, Co. Londonderry. Directors: Thomas D. Macfarlane, Thomas G. Marfarlane and Mrs. Christine Macfarlane. Reg. office: 27, New Row, Coleraine.

Murkett Bros., Ltd.—Private co., reg. Jan. 28. Cap., £100. To carry on the business of garage proprs., etc. Subscribers: E. O. Davis, E. H. Wiseman. Solrs.: J. D. Langton & Passmore, 8, Bolton St., W.1; and Mellows & Sons, 45, Priestgate, Peterborough.

Exmouth Street Public Garage, Ltd.—Private co., reg. Jan. 28. Cap., £2,000. Directors: T. H. C. Watson, L. R. Lawrence, S. C Lawrence. Reg. office: 112a, Exmouth St., Stepney, E.1.

Ray Martin Motors, Ltd.—Private co., reg. Jan. 26. Cap., £3,000. To acquire the business of a garage propr. and racing motor bldr. carried on by A. R. F. Kocher at Merton Abbey, S.W.19, as Ray Martin. Directors: A. R. F. Kocher, A. Kocher. Reg. office: 231, Western Rd., Merton Abbey, S.W.19.

Auto Service Engineering (Bournemouth), Ltd.—Private co., reg. Jan. 26. Cap., £6,000. Directors: C. W. Bowles, L. J. Bowles. Reg office: 37, R. L. Stevenson Ave., Westbourne, Bournemouth.

Dairsie Motors Co., Ltd.—Private co., reg. in Edinburgh Jan. 24. Cap., £200. To acquire the business of motor, agricultural and constructional and general enrgs. now carried on at Main St., Dairsie, by J. F. Nicol as Dairsie Motors. Directors: J. F. Nicol, L. Nicol. Reg. office: Main St., Dairsie, Fife.

Peter Scott Cars, Ltd.—Private co., reg. Jan. 24. Cap., £1,000. To carry on the business of manfrs., hirers and repairers of and dlrs. in autos., etc. Directors: J. Peter. D. H. Scott-Job. Reg. office: 32, Victoria St., S.W.1.

Saville Tyre & Vehicle Service, Ltd.—Private co., reg. Jan. 26. Cap., £1,000. Directors: J. H. Saville, Evelyn J. Saville, P. Barrett, G. E. Hill. Reg office: Harvester House, Birmingham Rd, Stratford-on-Avon.

John S. Cleary (Shipley), Ltd.—Private co., reg. Jan. 17. Cap., £1,000. To carry on the business of coach and motor car body trimmers and upholsterers, etc. Directors: J. S. Cleary, E. Hirst and G. O. Priestly. Reg. office: rear of 27, Valley Rd., Shipley.

CHANGES OF NAME

Totteys Garage (E. W. Hall), Ltd.—Name changed to Totteys Garage, on Jan. 18.

Greenpar Mechanical and Motor Engineers, Ltd., Name changed to Greenpar Engineering, on Jan. 11, 1952.

B.M.T.A. Stop List

Following alterations have been made to the British Motor Trade Association Stop List, during the week ended February 2nd, 1952:—

DELETION

McDonald, J., 15, Shore Rd., Belfast, N. Ireland.

AMENDMENTS

Farrow, Edward John, 15, Camden Mews, N.W.1.

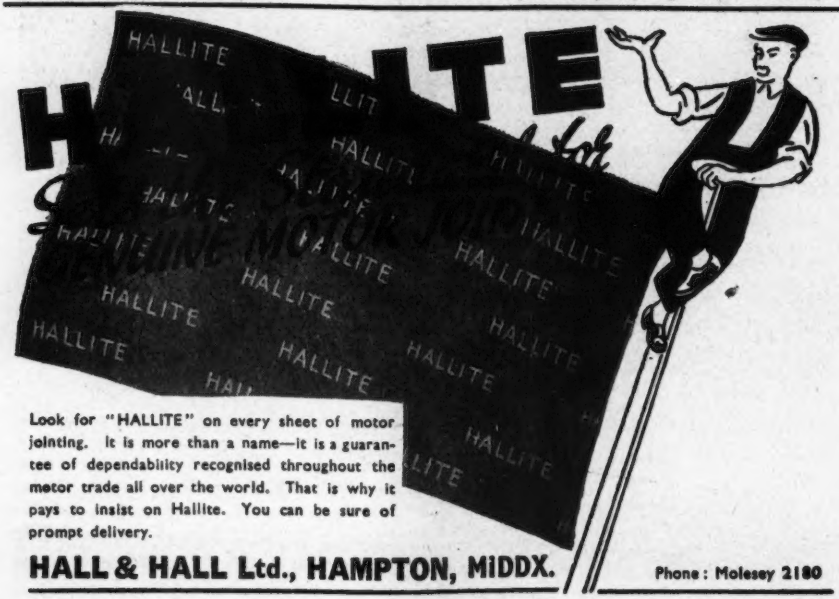
Add the following addresses to the above:—

4, Chadacre Rd., Stoneleigh, Ewell, Surrey; and 56, Warren St., W.1.

Harrison, William, 44, Hawes Side Lane, Blackpool.

Amend the above to read:—

Harrison, William, 313, Highfield Rd., Blackpool.



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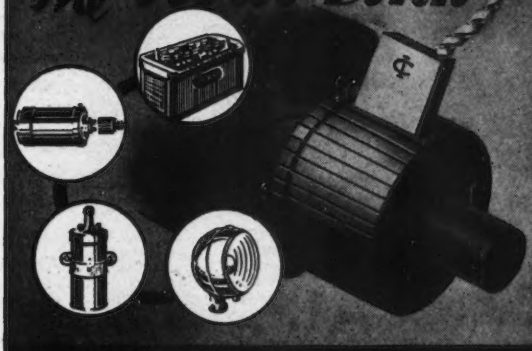

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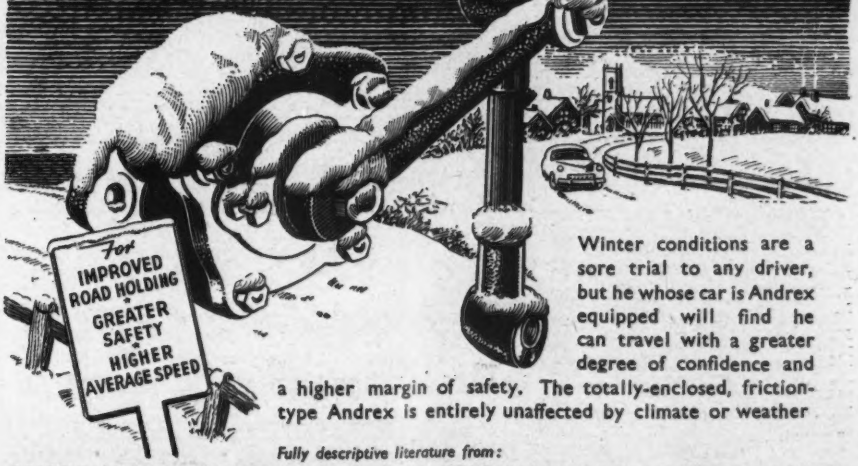

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